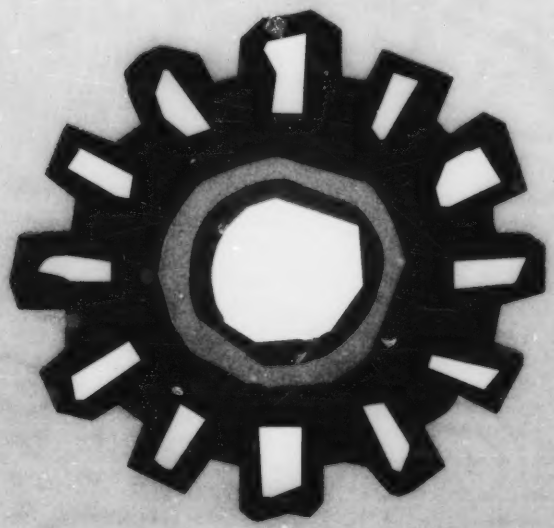
OPPORTUNITY TRAILS:

AN ATLANTIC-WIDE CONNECTION



Entrepreneurship Educators' Information Guide

- SECOND EDITION -

Atlantic Canada Opportunities Agency

Agence de promotion économique du Canada atlantique

Canada

102-00891/

Opportunity Trails: An Atlantic-Wide Connection

Entrepreneurship Educators' Information Guide

- SECOND EDITION -

Developed by

Atlantic Canada Opportunities Agency
Entrepreneurship and Business Skills Directorate

Supported by

The New Brunswick Department of Education
The Newfoundland and Labrador Department of Education
The Nova Scotia Department of Education and Culture
The Prince Edward Island Department of Education
The Atlantic Colleges Committee for Entrepreneurial Development

CAT # C89-4/46-2001E
ISBN 0-662-30923-5

Cette publication est également disponible en français
N° de CAT C89-4/46-2001F
ISBN 0-662-86133-7

Trail-Guide

Entrepreneurship Educators' Information Guide

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1. Opportunity Trails Orientation

Entrepreneurship Educators' Information Guide

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1.1 Resource Rationale

This edition of *Opportunity Trails: An Atlantic-Wide Connection* has been published by the Atlantic Canada Opportunities Agency (ACOA) to help educators access organizations and resources that promote various aspects of entrepreneurship development. The underlying goal of this information guide is to facilitate the identification and application of learning opportunities that will stimulate increased exposure and relevance for youth interested in pursuing a career in entrepreneurship.

Efforts to promote entrepreneurship education in Atlantic Canada have primarily focused on curriculum, resource and program development, all designed to serve students and educators at various levels within public and post-secondary educational environments. In keeping with the evolving advancement in this area of education, there is an ongoing need to help educators maximize their effectiveness by providing a gateway to opportunities that will enrich the learning potential of their students.

It is anticipated that this revised publication will continue to serve as one of many valuable resources entrepreneurship educators utilize on a regular basis. ACOA would like to thank all of the contributors who shared their time and expertise to make this edition a success.

1.2 Target Audience

This resource has been created to support a variety of entrepreneurship educators who work with school-aged youth. High school entrepreneurship teachers, community college instructors, university professors and entrepreneurship organizations will find relevant information and connections within the various sections of this guide.

1.3 Resource Format

Opportunity Trails is organized in topic-related sections to help educators quickly identify resources and links that most appropriately meet their instructional requirements. A variety of on-line resources, programs, community, government and not-for-profit organizations are identified to accommodate a broad array of needs. Where possible, efforts have been made to identify English (E), French (F) and Bilingual (F/E) services throughout this guide.

1.4 Web Access

Opportunity Trails can be directly accessed on the ACOA website at:

www.acoa-apeca.gc.ca/e/business/educator/index.shtml (E)

www.acoa-apeca.gc.ca/f/business/educator/index.shtml (F)

1.5 Publication Information

For additional copies of *Opportunity Trails: An Atlantic-Wide Connection*, please contact:

Atlantic Canada Opportunities Agency
Policy and Programs Branch
Entrepreneurship and Business Skills Directorate
PO Box 6051, Moncton, New Brunswick
E1C 9J8

Toll free: 1-800-561-7862
Fax: (506) 851-7403
Website: www.acoa-apeca.gc.ca

2. Environmental Awareness

Entrepreneurship Educators' Information Guide

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2.1 Section Overview

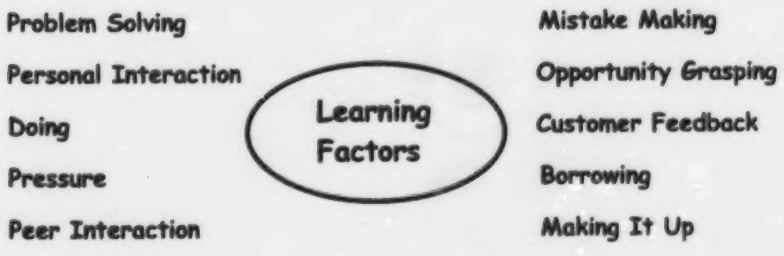
This section of *Opportunity Trails* highlights information and strategies to enrich the physical learning environment for both entrepreneurship educators and their students. The section explores how entrepreneurs learn and operate within the real world of business and then links this process to educational practices that reflect the desired parallel between entrepreneurship and entrepreneurship education.

2.2 Entrepreneurship in Action

Factors attributed to starting and operating a successful business can help educators establish a learning environment that nurtures the development of important entrepreneurial attributes. The learning process entrepreneurs undergo to establish and maintain a business has traditionally been a naturally occurring progression for many individuals. Research undertaken at the Durham University Business School indicates that successful entrepreneurs develop essential knowledge, skills and qualities through a combination of their experiences and environmental stimuli. In the world of business, these attributes often include creativity, commitment, problem solving, flexibility, trust, networking, planning, risk-taking, perseverance, self-confidence and a strong sense of ownership.

The 'small business learning mode', as outlined below, necessitates the application of these fundamental attributes and amplifies the significant role education can play within the context of entrepreneurship development.

Small Business Learning Mode



Source: Gibb, A. (1992). The Enterprise Culture and Education

2.3 Learning Styles & Retention Rates

In addition to the 'small business learning mode', it is also significant to understand the basic underpinnings of how individuals learn and retain knowledge. This information is relevant for entrepreneurship educators because it can be applied in the creation and validation of an educational framework best suited to meet the needs of pre-aspiring and aspiring entrepreneurs.

We learn using a combination of...

- **Visual Stimuli**
- **Auditory Stimuli**
- **Kinesthetic Stimuli**

We remember and make sense of what we learn depending on how we are taught...

Learning Pyramid

	Average Retention Rate
Lecturing	5%
Reading	10%
Using Audio Visual	20%
Demonstrating	30%
Discussing in Groups	50%
Practicing by Doing	75%
Teaching Others/Immediate Use of Learning	90%

Source: National Learning Laboratory: Bethel, ME, USA, 1994

2.4 Entrepreneurship Education

We are at last coming to realize that the most important resources in Canada are not in the ground or in our oceans. They are in our classrooms.

Gareth Morgan
Toronto, 1994

For many young people the awareness, knowledge and skills required to start and sustain a business venture have not evolved from their personal experiences or environmental stimuli. Entrepreneurship education provides a focused avenue for determining whether these pre-aspiring and/or aspiring entrepreneurs would like to undertake a career in business. Given this scenario, it becomes extremely important for educators to purvey a learning experience that will facilitate the continuing development of key attitudes and skills within an environment that reflects, as closely as possible, the knowledge required to be successful in the real world of business.

Entrepreneurship education offers students an opportunity to build upon their abilities, experiences and interests in a manner that might have otherwise gone unrecognized. Through entrepreneurship education, learners can discover and develop entrepreneurial knowledge, skills and abilities that will encourage them to identify, create, initiate and manage venture opportunities.

In an educational setting, the ability of students to recognize their entrepreneurial potential will likely be impacted by their exposure to various content-related resources and business-related pedagogy. Nurturing the transition from a culture of learner dependency to that of an entrepreneurial learning culture will ultimately encourage a sense of greater ownership, self-confidence and empowerment among students.

The desire to pursue a career in entrepreneurship will hopefully be the direct result of students' experiences and adventures in your entrepreneurship class or program!

2.5 Entrepreneurial Teaching

> **Every time the teacher does something for the learner, a learning opportunity is denied to the learner. Often this denial takes place because it is assumed the learner is incapable, yet the constant making of such assumptions compounds this incapacity. All teachers need to do is take every opportunity to say, "I will not do this myself, but instead I will provide the support that others need to do it".**
>
> Ball, Knight & Plant, 1990
> New Goals for an Enterprise Culture

One of the major challenges of entrepreneurship education is integrating learner needs with effective teaching strategies to increase the likelihood that students will be able to cope with the realities associated with entrepreneurship. To facilitate the type cf learning that parallels the 'small business learning mode', an emphasis needs to be placed on...

Nurturing Ownership...

Students need opportunities to demonstrate initiative and take greater responsibility for their learning, including their mistakes and achievements. Promoting student ownership in entrepreneurship education will help increase levels of student engagement, confidence and empowerment.

Experiential Learning...

Students can develop a greater understanding of curriculum content when they learn in a hands-on environment and have opportunities to apply entrepreneurial concepts and knowledge in an authentic context (i.e. venture creation).

Collaboration...

Encouraging teamwork and networking strategies to develop ideas, plan and solve problems is a powerful learning process that students need to apply to meet challenges and needs related to entrepreneurship.

Evaluation...

Assessment strategies should validate the importance of performance, skill development and content knowledge whereby entrepreneurship students are able to learn from their successes and mistakes on a regular basis.

Educators who infuse an entrepreneurial approach in the delivery of entrepreneurship programs and curricula often assume the roles of coach, facilitator and learner. Within this setting the learning partnership between the teacher and student is often dynamic and fluid, whereby an effective balance between conventional and entrepreneurial instructional strategies is utilized.

In essence, the 'teacher' moves between being...

in the forefront	⟷	in the background
directive, making decisions and taking the lead	⟷	non-directive, enabling decisions and encouraging leadership
protective and sheltering	⟷	challenging and encouraging
controlling and forcing the pace	⟷	facilitative and nurturing
focused on the end product	⟷	focused on the learning process

AND

The 'learner' moves between being...

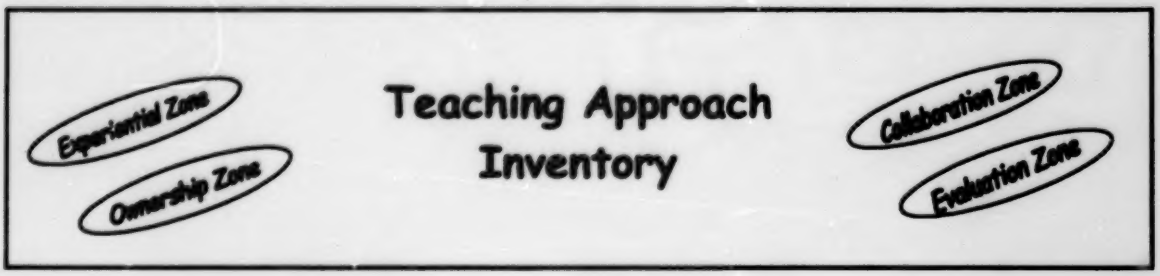
passive	⟷	active
dependant and uncommitted	⟷	self-starting and engaged
secure and cautious	⟷	risk-taking and unsure
detached	⟷	reflective

Adapted from: Pathways to Enterprise, 1990

2.6 Assessing Teaching Styles

Being able to quickly assess the type of teaching approach educators use in entrepreneurship education can be a valuable indicator of how closely the 'small business learning mode' is being supported within the classroom and/or program at any particular moment in time.

The *Teaching Approach Inventory* is a simple tool designed to help educators identify entrepreneurial teaching strategies that can be infused within a particular lesson, unit or program. By calculating the number of checks for each of the twenty inventory questions, entrepreneurship educators can provide themselves with a general sense of where they are on the *Teaching Approach Continuum.*

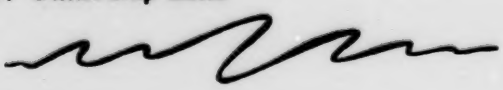


A. Experiential Zone

Are students encouraged to:

- ☐ undertake hands-on challenges in an effort to meet curriculum outcomes?
- ☐ explore and draw upon their interests and experiences?
- ☐ become actively involved in planning/implementing a venture?
- ☐ learn entrepreneurial knowledge beyond the confines of the classroom?
- ☐ apply entrepreneurial skills and qualities in a real-world setting?

B. Ownership Zone



Are students encouraged to:

- ☐ take greater responsibility for overcoming challenges?
- ☐ develop strategies and project ideas to achieve curriculum outcomes?
- ☐ be creative, take risks and expand their comfort zone?
- ☐ identify personal and course-related goals within the context of entrepreneurship?
- ☐ celebrate learning and teach others within their classroom or community?

C. Collaboration Zone

Are students encouraged to:

- ☐ work effectively in a team-based environment?
- ☐ learn from the opinions and feedback of others?
- ☐ network with peers and other community-based resources?
- ☐ respect their teacher as a learning partner?
- ☐ manage various human resource requirements to complete learning tasks?

D. Evaluation Zone

Are students encouraged to:

- ☐ learn from guided reflection?
- ☐ participate in performance-based assessment?
- ☐ assess their peers?
- ☐ assess themselves?
- ☐ review goals and objectives on a regular basis?

Add up the total checks to discover your approximate position on the *Teaching Approach Continuum*. This tool may be used often and is intended to serve as a general guide for entrepreneurship educators.

Teaching Approach Continuum

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20

Conventional Teaching Approach — *Entrepreneurial Teaching Approach*

2.7 Benefits of Student Venturing

If students are to become actively engaged in entrepreneurship education it is important to provide enriched learning opportunities that are related to the venture creation process. Learning activities such as creating a business for a day, mini-ventures and other venture creation initiatives all foster a deeper awareness for the requirements of a long-term business venture. Perhaps the most important outcome derived from student venturing within an entrepreneurship curriculum or program is that it promotes...

Resourcefulness...

Student venturing encourages networking with organizations and individuals that can provide resources, expertise and feedback required for the planning and implementation of a venture idea. When students have reality-based challenges they will extend their efforts to find new and creative ways to fulfill their needs.

Authenticity...

Student venturing establishes a clear sense of purpose for curriculum content. It enables the application of new knowledge, skills and attitudes and results in a level of understanding that can best be achieved through experience.

Risk-taking...

Student venturing often means that students will experience new anxieties and pressures. Dealing with the unknowns related to entrepreneurship will ultimately help them expand their comfort zone and allow them to demonstrate some important attributes of entrepreneurs.

Self-reliance...

Student venturing activities help promote an *'I can do it!'* attitude and provide an experience that can be drawn upon when introducing new concepts. Increasing levels of self-esteem and confidence through action can also personalize the perceived role entrepreneurship can play in students' future endeavours.

2.8 Breaking Down Barriers

Entrepreneurship education...is an adventure in reality. The classroom walls recede as the home, community and the free enterprise system become learning labs. The teacher becomes the facilitator rather than the holder and dispenser of knowledge. We all learn by discovery and through trial and error. There are no standard, carved-in-stone teachers' guide answers. Students and teachers learn from each other. Parents, entrepreneurs from the community, inventors, bankers and artists ...all become visiting professors.

Ronnie Cohen, Elementary Teacher
Author of the Inventor's Portfolio

If educators are committed to nurturing an entrepreneurial culture then they must strive to extend learning beyond the walls of the classroom by utilizing resources, people and organizations to help bring greater meaning and relevance to entrepreneurship education.

To help you develop an 'open air' learning environment you might want to consider the following ideas:

Use the Technology

Encourage students to go on-line to find information, organizations and resources they can use to meet their immediate and long-term needs. Use the phone, fax, and email to connect with people who can help.

Open the Door

Open your classroom to community stakeholders who have needs or expertise in various areas of entrepreneurship. Collaborate with your students and share the responsibility involved in planning for a guest or a community-based venture.

Hit the Market

Whenever possible, encourage students to explore and cultivate their entrepreneurial potential within the context of the business community. For example, students can interact with entrepreneurs, development organizations, implement a business venture or undertake market research.

It is our hope that some of the resources identified in the following sections will compliment your efforts to 'entrepreneurialize' the learning environment!

3. Public School Entrepreneurship Education Trails in Atlantic Canada

Entrepreneurship Educators' Information Guide

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3.2 APEF Coordinated Resources — *Page 16*

3.3 Provincial High School Entrepreneurship Courses & Contacts — *Page 18*

3.4 Entrepreneurship Organizations, Programs & Resources — *Page 19*

3.5 Related Entrepreneurship Programs for School-Aged Youth — *Page 23*

3.6 Related Sections of Opportunity Trails — *Page 26*

3.1 Section Overview

This section of Opportunity Trails provides connections to resources, curricula and programs that have been developed for use at the Public School level within Atlantic Canada.

3.2 APEF Coordinated Resources

The Atlantic Provinces Education Foundation (APEF), an agency of the Departments of Education, has previously worked with the support of the Atlantic Canada Opportunities Agency to create French and English entrepreneurship and enterprise education resources for teachers throughout the Atlantic region at the Kindergarten/Primary to Grade 12 (K/P-12) levels.

Teachers and entrepreneurship educators are encouraged to use these cross-curricular resources as a means to infuse enterprise and entrepreneurial knowledge, skills and attitudes and develop a culture of self-reliance while simultaneously achieving some of their existing curricular outcomes.

Several of these resources are available for downloading on the APEF website. For more information about resources that are not available on the APEF website please contact:

Atlantic Provinces Education Foundation
P.O. Box 2044 Tel: (902) 424-5352
Halifax, NS, B3J 2Z1 Fax: (902) 424-8976
Website: www.apef-fepa.org E-mail: apef-fepa@cmp.ca

Kindergarten/Primary - Grade 3 Teacher's Resource (E)
We Can do Anything! Learning Through Enterprise is a cross-curricular activity-based resource targeted for students at the Kindergarten to Grade 3 level.

* Available on-line at: www.apef-fepa.org (Click on the Library)

Grades 4-6 Teacher's Resource (E)
Pathways to Enterprise is a cross-curricular teacher's resource designed to promote the development of enterprise skills, qualities, and values at this level. The resource provides enterprise awareness for teachers, student activities, and it profiles a wide variety of student entrepreneurship and enterprise experiences throughout Atlantic Canada.

* Not available on-line.

Grades 7-9 Teacher's Resource (E)

Connections: Learning Through Entrepreneurship Across the Curriculum is a cross-curricular activity-based entrepreneurship resource that nurtures the development of knowledge, skills and attitudes required for entrepreneurship.

* Available on-line at: www.apef-fepa.org (Click on the Library)

Grades 10-12 Teacher's Resource (E)

Entrepreneurship and the Cultural Industries is an activity-based resource designed to help fine arts students explore entrepreneurship as a potential career opportunity.

* Available on-line at: www.apef-fepa.org (Click on the Library)

Kindergarten/Primary - Grade 3 Story Book Series (F)

Collection *Coup de main, 1996:*

Kindergarten: *Le terrain de jeu*
Grade 1: *Des nuages en couleur*
Grade 2: *Une maison pour Manon*
Grade 3: *L'Île aux Milles Étoiles*

The characters in this series of books illustrate the habits and attitudes of enterprising people, such as: team work, organization, planning, and decision-making skills. Together, the series *Coup de main* shows how the delegation of duties and human resourcefulness will bring about success and the attainment of one's goals. A Teacher's Resource Guide is also available.

* Not available on-line.

Grades 4-6 Teacher's Resource (F)

Cap sur l'entrepreneuriat is an activity-based teacher's resource designed to facilitate the development of entrepreneurial attitudes and skills for grade four through six. The format of this resource enables teachers to achieve existing curriculum outcomes while simultaneously promoting an entrepreneurial learning environment.

* Available on-line at: www.apef-fepa.org (Click on the Library)

3.3 Provincial High School Entrepreneurship Courses & Contacts

A list of provincial high school entrepreneurship courses and appropriate contacts has been provided for educators who wish to make inquiries about curriculum documents and supporting resource materials.

New Brunswick Department of Education:
Website: www.gov.nb.ca/education/index.htm

Entrepreneurship 110 (English)
Tel: (506) 453-2155
Fax: (506) 457-7835

Entrepreneuriat 83311 (French)
Tel: (506) 453-2743
Fax: (506) 457-7835

Newfoundland and Labrador Department of Education
Website: www.gov.nf.ca/edu/

Enterprise 3205 (English)
Tel: (709) 729-2739
Fax: (709) 729-6619

Affaires et entrepreneuriat 1130 (French)
Tel: (709) 729-2741
Fax: (709) 729-6619

Nova Scotia Department of Education
Website: www.ednet.ns.ca

Entrepreneurship 12 (English)
Tel: (902) 424-5991
Fax: (902) 424-0613

Entrepreneuriat 12 (French)
Tel: (902) 424-3135
Fax: (902) 424-0820

Prince Edward Island Department of Education
Website: www.gov.pe.ca/educ/index.asp

Entrepreneurship 521 (English)
Tel: (902) 368-6070
Fax: (902) 368-4622

Entrepreneurship 621M (French)
Tel: (902) 368-4680
Fax: (902) 368-4622

3.4 Entrepreneurship Organizations, Programs & Resources

Centre for Entrepreneurship Education & Development (CEED) (E)

CEED is a division of the Nova Scotia Department of Education that has a broad mandate covering many areas of entrepreneurship development. CEED's mission is to nurture entrepreneurship by undertaking, creating, coordinating and acting as a catalyst in entrepreneurship education, research and program design, professional development and community entrepreneurship. CEED provides entrepreneurship development opportunities for educators and students within the Atlantic region through a variety of professional development and resource-related initiatives.

CEED Public School Initiatives:

Entrepreneurship: A Way of Life - High School - (Resource Package)

This comprehensive resource package provides experiential activities and resource materials to compliment the Entrepreneurship 12 high school curriculum in Nova Scotia. It can also serve as a valuable resource for high school entrepreneurship courses in other provinces.

Introduction to Entrepreneurship - Grade 9 - (Resource Module)

This module was created as an interdisciplinary unit to support and enrich the grade 9 Atlantic Studies course offered in Nova Scotia.

The Best Lemonade Stand - Middle School - (Program)

This program is suited for middle school students who want to learn about starting and operating their own business. It is an experiential one-to-four week program that consists of thirteen modules educators can use with their students.

Workplace Experiences Program for Educators - (Program)

CEED has developed and piloted a workplace experiences program designed to help teachers transfer personal experiences from the business world back to their classroom. This Program helps students become aware of the realities of current workplace environments and encourages them to develop relevant employability skills and attitudes in all areas of their curriculum studies.

Leading Edge II - (Resource Package)

Leading Edge II is a comprehensive video resource package showcasing Atlantic Canadian entrepreneurs and comes complete with sample activities and lesson plans. The creation of this resource was a partnership initiative between the Anglophone divisions of the four Departments of Education in Atlantic Canada.

Venturing through an Integrated Curriculum - (Independent Study Program)
This program was developed to provide an optional experiential study program in entrepreneurship for high school students. A complete program package is available for implementation.

Related CEED initiatives highlighted in this guide include:

- Open for Business (Youth-Friendly Business Development Centres)
- Break into Business (Entrepreneurship Camp Resource)
- Spirit of Entrepreneurship (Conference with two streams: Young Entrepreneurs Going Places & Atlantic Edge)
- Second Chance Program (Program for Young Offenders)
- Future Quest (Program for Youth 18-30)
- Entrepreneurial Skills Program (Post-Secondary Certificate Program)

For more information about CEED's ongoing and new project activities in the area of entrepreneurship education and development use any of the following links:

Toll Free:	(800) 590-8481	Fax:	(902) 424-0260
Tel:	(902) 424-5263	Website:	www.ceed.ednet.ns.ca
Email:	ceed@ednet.ns.ca		

Related CEED Websites: www.ofbnetwork.com & www.planetentrepreneur.com

Junior Achievement (JA) (F/E)

The mission of JA is to inspire and educate young Canadians to value free enterprise, understand business and economics and develop entrepreneurial and leadership skills. JA offers a variety of educational programs to school age children and youth through classroom and extra-curricular initiatives.

Current JA Educational Programs:

JA Elementary School Program - (Ages 10-11)

Business Basics uses fun and colourful activities to help young students learn about the relationships between organization, management, production and marketing. Children also learn about the role of small business in their community.

JA Middle School Programs - (Ages 12-14)

The Project Business Series explores personal economics, making sense of business and Canada's role in the global marketplace. In the personal economics component, students

assess personal skills and interests and examine education and career possibilities. In the remaining components they examine the inner workings of business and understand the influence of consumers, competitors and government with a local and global perspective.

Economics of Staying in School (ESIS) is designed to help students develop positive attitudes toward education and their future by allowing students to explore the relationship between education and personal goals, learn about the costs of living independently and examine possible careers to match their goals and lifestyle occupations.

JA High School Programs - (Ages 15-19)

JA Student Venture offers students the opportunity to experience the risks and rewards of entrepreneurship. Students run their own classroom-based business by producing a product or providing a service.

JA Business Game provides students with an opportunity to enhance their Analytical and decision-making skills by playing the JA Business game. This business management simulation makes economics come alive.

Global Learning of the Business Enterprise (GLOBE) offers participants the opportunity to establish joint venture trading companies with companies from other classes. The program teaches the value of international trade and the practical skills necessary to function in a global market.

The Company Program, JA's only after class program, offers students the opportunity to learn about the process involved in the organization, operation, and completion of a fiscal cycle for a business.

For more information about Junior Achievement programs please contact the JA Charter nearest you or visit the JA website at: www.jacan.org

New Brunswick			
Acadian Peninsula	Tel: (506) 395-2633	Fax: (506) 393-8812	Email: etienne1@nbnet.nb.ca
Bathurst	Tel: (506) 548-3700	Fax: (506) 548-3554	Email: jaje@nb.sympatico.ca
Madawaska	Tel: (506) 739-6354	Fax: (506) 736-6511	Email: talco@nbnet.nb.ca
Fredericton	Tel: (506) 455-6552	Fax: (506) 454-5752	Email: jafrednb@brunnet.net
Moncton	Tel: (506) 858-0477	Fax: (506) 856-7848	Email: jamtn@nbnet.nb.ca
Saint John	Tel: (506) 634-8409	Fax: (506) 634-8495	Email: jastj@nbnet.nb.ca

Newfoundland & Labrador			
Corner Brook	Tel: (709) 634-1430	Fax: (709) 634-0662	Email: juniorachievement@nf.aibn.com

Nova Scotia			
Mainland NS	Tel: (902) 454-4564	Fax: (902) 454-4514	Email: lryan@jamainlandns.com
Cape Breton	Tel: (902) 562-4040	Fax: (902) 539-1149	Email: jacb@ns.sympatico.ca

Prince Edward Island

PEI Tel: (902) 892-6066 Fax: (902) 892-1993 Email: jachievement@hollandc.pe.ca

St. John's YMCA-YWCA Enterprise Centre (E)

The Y-Enterprise Centre in St. John's Newfoundland has been working in partnership with the Newfoundland and Labrador Department of Education to provide support for entrepreneurship education within the public school system.

The St. John's Y-Enterprise Centre currently offers the following initiatives:

Enterprise Olympics Conference - (High School Conference & Competition)

This three day event gives Enterprise Education students at the senior high level, throughout Newfoundland and Labrador, the opportunity to celebrate their business innovation through two competitions: *The Enterprise Showcase Competition* and *The Business Plan Competition.*

The provincial *Enterprise Showcase Competition* is designed to simulate "real life" trade shows. Students who have developed a product or service are encouraged creatively design a well-planned exhibit and to use their communication skills to "sell" their concept.

The intent of the *Business Plan Competition* is to promote sound business planning and to provide a meaningful learning experience for participating students. Students who are selected to attend the conference are required to present their business concepts/plans to a review panel.

Entrepreneurship educators throughout Atlantic Canada might find the Enterprise Olympics Teacher's Guide useful for adaptation in their own community.

Market Your Thoughts - (Grades 7-9 Competition)

Market Your Thoughts is a business essay competition offered to all students in grades 7-9 throughout Newfoundland and Labrador. The competition requires that students identify a business opportunity that might be viable in the province of Newfoundland and Labrador. The *Market Your Thoughts* competition encourages students to become entrepreneurial in the way that they think and act.

Creating Businesses: Guiding Youth Towards Entrepreneurial Success - (Student Resource)

This student resource was developed as a supplementary classroom resource so that young people would have the opportunity to use it as a guide and workbook in the development of their business plans.

Related Y-Enterprise initiatives for school-aged youth highlighted in this guide include:

- Entrepreneurship Camps

For more information about these public school initiatives please use the following links:

Tel:	(709) 739-9933	Fax:	(709) 726-5231
Email:	yec@ymywca.nf.net	Website:	www.ymywca.nf.net

Young Entrepreneurs (Online Vignette Resources) (F)

The Centre Assomption de recherche et de développement en entrepreneuriat (CARDE) at the Université de Moncton has developed a series of online vignettes and accompanying print materials showcasing young entrepreneurs. This resource will be of interest to all Francophone high school teachers.

Tel:	(506) 858-4510	Fax:	(506) 858-4093
Email:	carde@umoncton.ca	Website:	www.umoncton.ca/carde www.jeunesentrepreneurs.org

3.5 Related Entrepreneurship Programs for School-Aged Youth

Break Into Business (BIB) (E)

Break Into Business is currently promoted to Nova Scotia high school students. It is delivered through *Open for Business (OFB)* locations throughout the province as a day camp program. This initiative draws participants from local areas that can travel to OFB sites. A program manual is available for any interested organization in Atlantic Canada and CEED staff will provide facilitator training if requested. For more information about BIB please contact:

Toll Free:	(800) 590-8481	Fax:	(902) 424-0260
Tel:	(902) 424-5263	Email:	ceed@ednet.ns.ca
Website:	www.ceed.ednet.ns.ca & www.ofbnetwork.com		

Business Plan Competition (F)

The Centre Assomption de recherche et de développement en entrepreneuriat (CARDE) at the Université de Moncton (UdeM) offers a business plan competition for New Brunswick high school students who are enrolled in an entrepreneurship course. First and second place awards are scholarships for students wishing to pursue post-secondary studies at UdeM. This competition is a partnership project involving the Faculty of Business Administration at

UdeM, CARDE, the New Brunswick Department of Education and the Atlantic Canada Opportunities Agency.

Tel:	(506) 858-4510	Fax:	(506) 858-4093
Email:	carde@umoncton.ca	Website:	www.umoncton.ca/carde

Entrepreneurship Camps (E)

The YMCA-YWCA Enterprise Centre in St. John's Newfoundland organizes and delivers a series of two day training camps in June and July for youth (ages 12-19) interested in creating their own summer businesses. The camps offer fun-filled hands-on workshops and continuous monitoring while the youth are in business during the summer. Young entrepreneurs are introduced to such topics as: Writing the Business Idea Description, Targeting Your Customer, Conducting a Competition Analysis, Pricing Your Product or Service, Basics of Marketing, and Start-up costs and Financing.

Tel:	(709) 739-9933	Fax:	(709) 726-5231
Email:	yec@ymywca.nf.net	Website:	www.ymywca.nf.net

I Want to be a Millionaire Program (E)

The goal of this program is to give students between 6 to 16 years of age the opportunity to gain entrepreneurial skills through training and hands-on experience. Typically, the program will provide a $100 seed capital grant and 15 to 18 hours of training.

Tel:	(902) 462-0957	Email:	kpunnet@accesscable.net

Spirit of Entrepreneurship Conference (F/E)

The Spirit of Entrepreneurship is a two-stream conference held in Atlantic Canada that includes the Young Entrepreneurs Going Places (for students) and the Atlantic Edge (for entrepreneurship educators and economic developers). For more information about the next Spirit of Entrepreneurship please visit the Planet Entrepreneur website at 'www.planetentrepreneur.com' or contact CEED directly.

Toll Free:	(800) 590-8481	Fax:	(902) 424-0260
Tel:	(902) 424-5263	Email:	ceed@ednet.ns.ca

Shad Valley International (E)

The Shad Valley Program is a summer camp program for high school students to promote science, technology and entrepreneurship. This internationally recognized program is currently offered at various university locations.

Tel: (519) 884-8844 Fax: (519) 884-8191
Email: info@shad.ca Website: www.shad.ca

Une aventures en affaires (F)

This entrepreneurship camp program is offered to Nova Scotia's Francophone high school students annually, financing permitting. The program is delivered through the Institut de développement communautaire and provides students with a variety of learning opportunities to help them understand the challenges and benefits associated with entrepreneurship

Tel: 902-769-2114 or 902-769-2229 Fax: (902) 769-2930
Email: idc@kils.com Website: www.nouvelle-ecosse.net/IDC.htm

University of New Brunswick Scholarship Program (E)

The Bank of Montreal Centre for Entrepreneurial Leadership at UNB-Fredericton has developed an annual business plan competition that awards a $2000 scholarship for up to five high school entrepreneurship students. This program is a partnership initiative between the Centre and the New Brunswick Department of Education. Acceptance of the scholarship award is contingent upon the student's acceptance into the University.

Tel: (506) 453-4557 Fax: (506) 447-3081
Email: cel@unb.ca Website: www.fadmin.unb.ca/newcorporate/cel/cel1.htm

VentureFest - University College of Cape Breton (E)

VentureFest is an internationally recognized residential camp focused on science, technology and entrepreneurship. Week long summer camp programs are offered to elementary, junior and senior level students in Atlantic Canada. The program offers students opportunities to learn through hands-on activities, workshops, field trips, industry tours and guest speakers. For more information about this program, please contact UCCB's Extension and Community Affairs' Youth Program Coordinator.

Tel: (902) 563-1648 Fax: (902) 563-1449
Email: mkelloway@uccb.ns.ca Website: www.uccb.ns.ca/eca/youth/index.html

Youth Programming (E)

UCCB's mandate as a post secondary institute is extended to the community through the educational development of young people. Included in the wide variety of programming initiatives for school-aged children is an entrepreneurship component called "Mini-Ventures". Should schools in Cape Breton wish to know more about this program, please contact the Youth Program Coordinator.

Tel: (902) 563-1648 Fax: (902) 563-1449
Email: mkelloway@uccb.ns.ca Website: www.uccb.ns.ca/eca/youth/index.html

4-H Program (F/E)

This program is implemented through local 4-H clubs that take their direction from provincial 4-H agencies. The program encourages youth from 9-21 to explore agriculture and certain aspects of entrepreneurship simultaneously. For more information about the 4-H program and the 4-H club nearest you, please contact:

New Brunswick
Tel: (506) 324-6244
Fax: (506) 325-9266
Email: nb4h@nbnet.nb.ca
Website: www.nb4h.com

Newfoundland and Labrador
Tel: (709) 466-2558
Fax: (709) -466-3980
Email: robynmoss@mail.gov.nf.ca

Nova Scotia
Tel: (902) 893-6585
Fax: (902) 893-2757
Email: crouseea@gov.ns.ca
Website: www.agri.gov.ns.ca/4h

Prince Edward Island
Tel: (902) 368-4833
Fax: (902) 368-6289
Email: PEI4H@gov.pe.ca
Website: www.pei4h.pe.ca

For more information about 4-H contacts visit:

www.4-H-Canada.ca

3.6 Related Sections of Opportunity Trails

Section 2 - Environmental Awareness
Contains information about creating an entrepreneurial learning environment.

Section 4 - Post-Secondary Entrepreneurship Trails in Atlantic Canada
Contains post-secondary opportunities for high school students interested in entrepreneurship, links to viable entrepreneurship education resources and potential partnership opportunities.

Section 5 - Business Start-Up & Support Trails
Contains links to venture counselling, financing opportunities and awards.

Section 6 - Entrepreneurship Resource Trails
Contains links to business resources and information through the world-wide-web.

4. Post-Secondary Entrepreneurship Trails in Atlantic Canada

Entrepreneurship Educators' Information Guide

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4.1 Section Overview

This section provides students and educators with a variety of post-secondary entrepreneurship resources, support and information links to help them develop a business venture. Students can also explore career-related opportunities in entrepreneurship within the Atlantic region by contacting several of the post-secondary options provided.

4.2 Community College Contacts

College of the North Atlantic

Tel:	(709) 643-7716
Fax:	(709) 643-7717
Email:	info@northatlantic.nf.ca
Website:	www.northatlantic.nf.ca

Collège de l'Acadie

Tel:	(902) 424-2630
Fax:	(902) 424-3607

Mailing & email addresses for all locations can be found at: www.ccfne.ns.ca/centres.htm

Holland College

Toll Free:	1-800-446-5265
Tel:	(902) 629-4217
Fax:	(902) 629-4239
Email:	info@hollandc.pe.ca
Website:	www.hollandc.pe.ca

New Brunswick Community College

Toll Free:	1-800-376-5353
Tel:	(506) 789-2404
Email:	nbcc.admission.ccnb@gnb.ca
Website:	www.nbcc.nb.ca
	www.ccnb.nb.ca

Nova Scotia Community College

Toll Free Tel:	1-866-679-6722
Tel:	(902) 491-4911
Toll Free Fax:	1-866-329-6722
Fax:	(902) 491-3514
Email:	nsccadmissions@nscc.ns.ca
Website:	www.nscc.ns.ca

Nova Scotia Agricultural College

Tel:	(902) 893-6722
Fax:	(902) 895-5529
Email:	reg_info@nsac.ns.ca
Website:	www.nsac.ns.ca

4.3 Community College Entrepreneurship Development Organizations & Committees

Atlantic Colleges Committee for Entrepreneurial Development (ACCED) (F/E)
The ACCED is a not-for-profit organization that promotes interaction among Francophone and Anglophone college instructors and students in Atlantic Canada. This organization should be of interest to all community college instructors and administrators who are interested in promoting an entrepreneurial learning environment. The ACCED is a 'grass-roots' initiative and has received strong support from community colleges within Atlantic Canada and the Atlantic Canada Opportunities Agency. The mission of this organization is to position Atlantic Canadian Colleges as recognized leaders in entrepreneurial education, practices and culture in order to foster economic growth. You are invited to contact the ACCED to become part of a growing membership and explore ongoing and upcoming activities.

Current ACCED Initiatives:

Entrepreneurializing the Learning Environment (Training Program)
Entrepreneurializing the Learning Environment was designed by college instructors as a professional development workshop to help community college educators create entrepreneurial classrooms. During this two and one-half day workshop they participate in an experiential journey that helps them develop a deeper understanding of the entrepreneurial process and how it is connected to teaching and learning within their courses.

From Attitude to Action: Creating An Entrepreneurial Learning Environment (Instructional Aid)
This activity-based resource has been developed to help college faculty from all disciplines encourage entrepreneurial behaviour in their students through experiential and applied learning processes.

Community Based Business Plan Competition (Community Project)
The ACCED has developed a Community Based Business Plan initiative to promote community economic development in the Atlantic region. The intent of this project is for students and faculty to create viable business ventures to support community economic development advocates within Atlantic Canada.

E-Net Atlantic/Atlantique (F/E)
The mission of this initiative is to create an Atlantic College model for an effective college student entrepreneurs' network for Anglophone and Francophone students throughout

Atlantic Canada. The ACCED is currently piloting E-Net Atlantic/Atlantique affiliates on ten college campuses. Every college campus in Atlantic Canada is eligible to become an affiliate of E-Net Atlantic/Atlantique. For more information please contact ACCED.

Each Atlantic province has an official ACCED representative. For the person representing your province please contact ACCED's head office using the links provided.

ACCED Contact Information:

Tel:	(709) 738-5525	Fax:	(902) 738-5535
Email:	acced@acced-ccade.com	Website:	www.acced-ccade.com

Atlantic Provinces Community College Consortium (F/E)

The Atlantic Provinces Community College Consortium is a regional network of college officials who collaborate on mutually beneficial interests in the area of post-secondary education. As such, the Consortium also provides a regional venue for sharing, discussing and implementing ideas aimed at enhancing entrepreneurship development at the community college level in Atlantic Canada.

Tel:	(902) 629-4242	Fax:	(902) 566-9549
Email:	ccaiger@hollandc.pe.ca		

Business Incubation Centre (BIC) (F/E)

The goal of the Business Incubation Centre, located at the New Brunswick Community College (NBCC) in Bathurst, is to foster partnership opportunities between young entrepreneurs, the New Brunswick business community and NBCC-Bathurst. Contact the BIC for more information about the services that are provided to help young entrepreneurs.

Tel:	(506) 547-2414	Fax:	(506) 547-7404
Email:	info@ceibathurst.com	Website:	www.ceibathurst.com

The Atlantic Centre for Agri-Business (E)

The Centre is located at the Nova Scotia Agricultural College and offers a wide range of consulting services by experienced faculty and private sector associates for aspiring and existing entrepreneurs interested in agriculture and food related businesses.

Tel:	(902) 893-6703	Fax:	(902) 897-0038
Email:	srussell@nsac.ns.ca	Website:	www.nsac.ns.ca/bss/atlantic.htm

4.4 University Entrepreneurship & Business Program Contacts

Acadia University
Tel: (902) 585-1356
Fax: (902) 585-1085
Email: business@acadiau.ca
Website: http://ace.acadiau.ca/fps/business/home.htm

Memorial University
Tel: (709) 737-8853
Fax: (709) 737-2467
Email: business@morgan.ucs.mun.ca
Website: www.mun.ca/business

Mount Saint Vincent University
Tel: (902) 457-6175
Fax: (902) 445-2582
Email: kathryn.hamilton@msvu.ca
Website: www.msvu.ca

St. Francis Xavier University
Tel: (902) 867-2167
Fax: (902) 867-5385
Email: businessadministration@stfx.ca
Website: www.stfx.ca/academic/business-administration

Université Sainte-Anne
Tel: (902) 769-2114
Fax: (902) 769-2930
Email : admission@ustanne.ednet.ns.ca
Website : www.ustanne.ednet.ns.ca

University of Prince Edward Island
Tel: (902) 566-0564
Fax: (902) 628-4302
Email: mcooke@upei.ca
Website: www.upei.ca

Dalhousie University
Tel: (902) 494-1798
Fax: (902) 494-1578
Email: amita.macinnis@dal.ca
Website: www.mgmt.dal.ca

Mount Allison University
Tel: (506) 364-2333
Fax: (506) 364-2625
Email: jjcormier@mta.ca
Website: www.mta.ca/faculty/socsci/commerce/index.htm

Saint Mary's University
Tel: (902) 420-5423
Fax: (902) 420-5455
Email: lois.wasteneys@stmarys.ca
Website: www.stmarys.ca/academic/commerce

University College of Cape Breton
Tel: (902) 563-1149
Fax: (902) 563-1453
Email: skavanagh@uccb.ns.ca
Website: www.uccb.ns.ca

Université de Moncton
Tel: (506) 858-4446
Fax: (506) 858-4093
Eamil: fadmin@umoncton.ca
Website: www.umoncton.ca/administration/index.html

University of New Brunswick

Tel: (506) 453-4869 (Fredericton)
Fax: (506) 453-3561 (Fredericton)
Email: bwood@unb.ca
Website: www.fadmin.unb.ca

Toll Free: 1-800-508-2675 (Saint John)
Tel: (506) 648-5570 (Saint John)
Fax: (506) 648-5574 (Saint John)
Email: business@unbsj.ca
Website: www.unbsj.ca\business

4.5 University Entrepreneurship Chairs & Research Centres

Centre Assomption de recherche et de développement en entrepreneuriat (CARDE) (F)

The mission of CARDE at the Université de Moncton is to promote entrepreneurial research and training within its three campuses and their surrounding communities. As part of this mission CARDE works to establish partnerships with major economic organizations and insure access to information, research and training to meet a wide variety of entrepreneurial needs.

Tel: (506) 858-4510 Fax: (506) 858-4093
Email: carde@umoncton.ca Website: www.umoncton.ca/carde
www.jeunesentrepreneurs.org

Centres for International Business Studies (CIBS)

The CIBS network of four locations in Atlantic Canada was established to promote leadership in international business teaching and research. The Centres enhance Canada's global competitiveness through innovative programs and outreach services.

Centre de commercialisation internationale (CCI) - Université de Moncton (F)
Tel: (506) 858-4499 Fax: (506) 858-4367
Email: cci@umoncton.ca Website: www.umoncton.ca/cci

Centre for International Business Studies - Dalhousie University (E)
Tel: (902) 494-6553 Fax: (902) 494-1483
Email: mlapp@mgmt.dal.ca Website: www.mgmt.dal.ca/sba/cibs/Contents.htm

Centre for International Business Studies - Memorial University (E)
Tel: (709) 737-4504 Fax: (709) 737-8954
Email: svaughan@mun.ca Website: www.mun.ca/cibs

Centre for International Business Studies - University of New Brunswick (E)
Tel: (506) 453-4557 Fax: (506) 447-3081
Email: cibs@unb.ca Website: www.fadmin.unb.ca/newcorporate/cibs/cibs1.htm

Bank of Montreal Center for Entrepreneurial Leadership (CEL) (E)

The mission of the CEL at the University of New Brunswick is to develop and support entrepreneurial leadership among students, faculty and growth-oriented businesses in New Brunswick.

Tel: (506) 453-4557 Fax: (506) 447-3081
Email: cel@unb.ca Website: www.fadmin.unb.ca/newcorporate/cel/cel1.htm

GENESIS Centre (E)

The GENESIS Centre is a support network developed to help Newfoundland and Labrador businesses and entrepreneurs create high-growth enterprises. It provides a wide range of resources and services for its clients, with the goal of preparing them to become 'investor ready'.

Tel: (709) 737-2625 Fax: (709) 737-2539
Email: genesis@mun.ca Website: www.genesis.mun.ca

The Dr. J. Herbert Smith Centre - Technology Management & Entrepreneurship (E)

The mission of the Dr. J. Herbert Smith Centre at the University of New Brunswick in Fredericton is to expose undergraduate and continuing education students to the realities of entrepreneurship and management in technology-based businesses. The Centre also contributes to the development of the skills necessary to be successful in business.

Tel: (506) 453-3587 Fax: (506) 453-4997
Email: bisson@unb.ca Website: www.unb.ca/jhsc

The Hubert W. Kelly Memorial Chair: Youth-Focused Technological Entrepreneurship (YTE) (E)

The mission of the YTE Chair at Memorial University is to ignite and nurture the entrepreneurial spark in university / post secondary students across all academic faculties with a particular focus on the special needs of entrepreneurs in rural Canada.

Tel: (709) 737-8883 Fax: (709) 737-8135
Email: yte@mun.ca Website: www.busi.mun.ca/yte

The John Dobson Micro-Enterprise Centre (JDMEC) (E)

The JDMEC was established at Mount Allison University to understand how small entrepreneurs compete and develop. It also encourages university students to become interested in entrepreneurship and teaches them about developing their own business ventures through outreach programs that offer support in the surrounding community.

Tel: (506) 364-2614 Fax: (506) 364-2625
Email: jdmec@mailserv.mta.ca Website: www.mta.ca (Click on Research)

4.6 University Business Development Centres (UBDCs)

The UBDCs are valuable resource networks for both university students and the entrepreneurial-minded people in and around the communities they serve. Offering both training courses and individual consultations, the UBDC teams help individuals learn the basic business skills and the necessary steps to start and operate a business.

Acadia Centre for Small Business and Entrepreneurship (ACSBE) (E)

ACSBE is located on the Acadia University campus and assists people interested in developing business and marketing plans tailored to their specific needs. The Centre also offers an Internship Preparation Training Program (PTP) designed for individuals interested in working as small business counsellors. This program provides the foundation required for entrance into a professional international designation program. In addition, ACSBE works in a variety of educational environments with faculty from Acadia University to promote enterprise teaching and learning.

Tel: (902) 585-1180 Fax: (902) 585-1057
Email: acsbe@acadiau.ca Website: http://acsbe.acadiau.ca

Centre Jodrey (F/E)

The Centre Jodrey is located on the Université Sainte-Anne campus and is committed to providing business counsel, advice and training in both official languages. The Centre strives to enhance economic development in western Nova Scotia by assisting aspiring and existing entrepreneurs (including students) in their efforts to start, sustain and expand small- and medium-sized enterprises.

Toll Free : 1-888-575-0550 Fax : (902) 769-0163
Tel : (902) 769-3265 Website: http://home.klis.com/~jodrey
Email : jodrey@klis.com

Centre for Women in Business (CWB) (E)

CWB is located on the Mount Saint Vincent University campus and provides assistance to women to help them overcome challenges related to starting, owning and operating a small business. The Centre's staff provides assistance by offering business counselling, training programs, networking events, follow-up support and the sponsorship of research.

Tel: (902) 457-6449
Fax: (902) 457-6445
Email: cwb@msvu.ca
Website: www.msvu.ca/cwb

PJ Gardiner Institute for Small Business Studies (E)

The underlying objective of the Institute is to assist in the economic development of Newfoundland and Labrador through counselling, consulting and research activities. The Institute achieves these objectives by assisting with small business management and entrepreneurship courses, assisting small business owners by providing counselling in business planning, market research and product development.

The Institute also supports youth entrepreneurship by awarding University students a financial incentive to encourage them to investigate entrepreneurial opportunities and through its Go-Global Business Plan Competition.

The latest initiative of the Institute is the Enterprise and Entrepreneurship Gateway. The Gateway is a mechanism to bridge the gap between the needs of potential entrepreneurs and the various resources, programs and agencies that exist to meet those needs. The primary target of the Gateway is the University community.

Tel: (709) 737-8855
Fax: (709) 737-2383
Email: rogerp@mun.ca
Website: www.busi.mun.ca/pjg

St. FX Enterprise Development Centre (E)

This UBDC is located on the St. Francis Xavier University campus and serves the needs of existing and aspiring entrepreneurs in northern Nova Scotia and Cape Breton. The Centre offers business counselling services and courses to help start and operate a business venture.

Tel: (902) 867-5543
Fax: (902) 867-2244
Email: xedc@stfx.ca
Website: www.stfx.ca/institutes/xedc

4.7 Related Entrepreneurship Organizations

Association of Collegiate Entrepreneurs (ACE) (E)

ACE is an international organization that provides post-secondary students aspiring to become entrepreneurs with the support to start and operate a business. The majority of ACE's programs are delivered through university and college chapters. For a current listing of chapters in Atlantic Canada visit the ACE-Canada website or call the organization's head office. ACE-Canada also holds an annual conference and offers various awards for existing and new chapters.

Toll Free:	1-800-766-8169	Fax:	(416) 304-1569
Tel:	(416) 628-5900	Website:	www.acecanada.ca
Email:	info@acecanada.ca		

Atlantic Institute for Market Studies (AIMS) (E)

AIMS is an independent economic policy think tank that provides current Atlantic Canadian research related to business and economic development. AIMS initiates and conducts research, investigates and analyses strategies for overcoming Atlantic Canada's economic challenges in terms of regional disparities. AIMS also sponsors, develops and organizes conferences, meetings, lectures, training programs and publications (see online publications at: www.aims.ca/right.html).

Tel:	(902) 429-1143	Fax:	(902) 425-1393
Email:	aims@aims.ca	Website:	www.aims.ca

Atlantic Provinces Economic Council (APEC) (F/E)

APEC is an independent, non-partisan research and educational institution whose objective is to promote the economic development of Atlantic Canada. Post-secondary educators and students will find APEC research of interest should they wish to explore emerging economic trends and policies affecting the Atlantic Region's business climate.

Tel:	(902) 422-6516	Fax:	(902) 429-6803
Email:	info@apec-econ.ca	Website:	www.apec-econ.ca

Canadian Council for Small Business and Entrepreneurship (CCSBE) (F/E)

CCSBE is a national organization whose goals are to promote and advance the development of small business and entrepreneurship through research, education, networking and dissemination of scholarly and policy-oriented information.

Tel: (403)-220-5115 Fax: (403) 282-0266
Email: ccsbe@home.com Website: www.ccsbe.org

Canadian Federation of Independent Business (CFIB) (F/E)

CFIB's vision is to continue its advocacy role for small business. The organization is best known for high-profile actions with governments on policies like tax, labour laws and public sector spending. CFIB has achieved many behind-the-scenes changes that have resulted in real benefits for all businesses.

New Brunswick & Prince Edward Island
Tel: (506) 855-2526
Fax: (506) 885-0843
Email: msnb@cfibmail.com
Website: www.cfib.ca

Nova Scotia, & Newfoundland & Labrador
Tel: (902) 420-1997
Fax: (902) 422-8270
Email: msns@cfibmail.com
Website: www.cfib.ca

Canadian Institute of Small Business Counsellors (F/E)

The Canadian Institute of Small Business Counsellors provides professional learning experiences for those pursuing a professional designation as a Certified Small Business Counsellor. The CISBC`s primary goal is to promote the profession of small business counselling and in so doing ensure the provision of expert counselling services to Canadian business interests. The program and services are geared to individuals with business experience and business academic training, and to the experienced small business counsellor seeking recognition and certification.

Tel: (902) 368 1418 Fax: (902) 368 1386
Email: isbci@pei.aibn.com

Entrepreneurial Skills Program (ESP) (E)

ESP is an entrepreneurship certificate program for university students in any degree program. Through ESP students are able to discover and demonstrate business skills to 'pump up' the personal and practical value of their degrees.

(See contact information for CEED on page 38.)

Future Quest (E)

Future Quest is an experiential business creation program designed to assist aspiring entrepreneurs between the ages of 18 and 30. The program supports individualized progress strategies and requires that participants start and operate a business while enrolled in the program.

Second Chance: Youth In Conflict With The Law (E)

The Second Chance Program may be of relevance to faculty and staff interested in working with young offenders. The Program is focused on helping young offenders develop the knowledge, skills and attitudes required for developing and implementing a business venture.

For more information about the three above-mentioned programs please contact the Centre for Entrepreneurship Education & Development (CEED):

Toll Free:	(800) 590-8481	Fax:	(902) 424-0260
Tel:	(902) 424-5263	Website:	www.ceed.ednet.ns.ca
Email:	ceed@ednet.ns.ca		

4.8 Related Sections of Opportunity Trails

Section 2 - Environmental Awareness
Contains information about creating an entrepreneurial learning environment.

Section 5 - Business Start-Up & Support Trails
Contains links to business counselling, financing opportunities and awards.

Section 6 - Entrepreneurship Resource Trails
Contains links to business resources and information through the world-wide-web.

5. Business Start-Up & Support Trails

Entrepreneurship Educators' Information Guide

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5.2 Secondary & Post-Secondary Business Support Initiatives — *Page 40*

5.3 Related Business Development Support Organizations — *Page 42*

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5.6 Related Sections of Opportunity Trails — *Page 61*

5.1 Section Overview

This section provides students and educators with connections to a variety of centres, organizations and agencies that are focused on facilitating the growth of small- and medium-sized businesses in Atlantic Canada. Many of the connections identified provide valuable services and information that will help existing and aspiring entrepreneurs with the planning, operation and financing of their business venture.

5.2 Secondary & Post-Secondary Business Support Initiatives

Atlantic Youth and the Business World (F)

Well-established, successful members of the Francophone business community are participating in an exciting new initiative to encourage young people to stay in school. A project of the Assemblée des aînées et aînés francophones du Canada, *La jeunesse de l'Atlantique et le monde des affaires* is an initiative designed to establish a bridge between young people and the business world and to develop an appreciation of entrepreneurship as a career option. Through consultation, workshops and conferences, retired and pre-retirement entrepreneurs share their knowledge and insights with potential entrepreneurs of tomorrow. Francophone educators wishing to know more about this exciting initiative should use the national or province-specific contacts.

National Contact:

Assemblée des aînées et aînés francophones du Canada
Tel : (902) 837-1081 Fax : (902) 837-1082
Email : bureau@aafc.ca Website : www.franco.ca/aafc

Provincial Contacts:

Regroupement des aînées et aînés de la Nouvelle-Écosse
Tel: (902) 769-2258 Fax: (902) 769-2258 Email: oblinn@auracom.com

Association des aînées et aînés francophones du Nouveau-Bunswick
Tel: (506) 523-0090 Fax: (506) 523-7009 Email: rogdoi@nbnet.nb.ca

Les francophones de l'âge d'or de l'Île-du-Prince-Édouard
Tel: (902) 368-8635 Fax: (902) 566-5989

Fédération des francophones de Terre-Neuve et du Labrador
Tel: (709) 722-0627 Fax: (709) 722-9904 Email: fftnl@franco.ca

Open for Business (OFB) (E)

Open for Business is a national network of youth friendly walk-in-centres that provide a broad array of services and expertise for youth and other community members interested in exploring entrepreneurship and business creation options. OFB staff members are experienced, energetic and young so they can easily relate to the clients they serve.

OFB sites offer:

One-on-One Entrepreneurial Advice
Staff at OFB are there to help you with the 'how to's' and 'next steps' of opening and running a business. If you are not sure what your challenges are, that's okay too.

Computer Work Stations & Work Space
Need to conduct a meeting, search the net for a business idea, do research or create an invoice? OFB sites have computer work stations and space available to youth at no charge.

Workshops & Outreach Programs
OFB offers 'on demand' workshops to meet your needs and provide unique outreach programs targeted at schools, classrooms and community groups of all ages.

OFB sites in Atlantic Canada:
OFB sites in the Atlantic Region are currently located in Nova Scotia and New Brunswick. Educators and students from other provinces should visit the OFB website or call the Centre for Entrepreneurship Education and Development (CEED) to see if new OFB sites will be heading your way. CEED is currently working to provide OFB services in French.

OFB - Glace Bay
Tel: (902) 849-1794
Fax: (902) 849-5042
Email: mikeofb@cbymca.ns.ca

OFB - Halifax
Tel: (902) 424-3707
Fax: (902) 424-0260
Email: ofbhalifax@ednet.ns.ca

OFB - New Glasgow
Tel: (902) 752-6826
Fax: (902) 752-6827
Email: tmegeney@careerconnections.ns.ca

OFB - North Sydney
Tel: (902) 794-1486
Fax: (902) 794-1850
Email: ianmcvicar@auracom.com

OFB - Shelburne County
Tel: (902) 637-3278
Fax: (902) 637-2042
Email: iwhite@klis.com

OFB - Sydney
Tel: (902) 539-7880
Fax: (902) 539-3935
Email: wayneofb@cbymca.ns.ca

OFB - Windsor
Tel: (902) 798-5627
Fax: (902) 798-6644
Email: ofb@enterprisecentre.ns.ca

OFB - Yarmouth
Tel: (902) 742-5442
Fax: (902) 742-7933
Email: iwhite@klis.com

OFB Campbellton (NB)
Tel: (506) 753-4570
Fax: (506) 753-7131
Email: openbus2@nb.aibn.com

For more information about OFB contact:
www.ofbnetwork.com CEED: 1-800-590-8481

University Business Development Centres (UBDCs) (F/E)

The UBDCs are valuable resource networks for both university students and the entrepreneurial-minded people in and around the communities they serve. Offering both training courses and individual consultations, the UBDC teams help individuals learn the basic business skills and the necessary steps to start and operate a business.

Contact information can be found on pages 34-35 (Section 4) of this guide.

E-Net Atlantic/Atlantique (F/E)

The mission of this initiative is to create an Atlantic College model for an effective college student entrepreneurs' network for Anglophone and Francophone students throughout Atlantic Canada. The Atlantic Colleges Committee for Entrepreneurial Development (ACCED) is currently piloting E-Net Atlantic/Atlantique affiliates on ten college campuses. Every college campus in Atlantic Canada is eligible to become an affiliate of E-Net Atlantic/Atlantique.

Contact information can be found on pages 29-30 (Section 4) of this guide.

5.3 Related Business Development Support Organizations

The following organizations have a broad interest and/or mandate to support and guide existing and aspiring entrepreneurs in starting, operating or expanding small- and medium-sized businesses in Atlantic Canada. These organizations should be considered by secondary and post-secondary aged youth when searching for options, expertise and resources.

Atlantic Canada Opportunities Agency (ACOA) (F/E)

ACOA is the federal government department responsible for helping to build economic capacity in the Atlantic Provinces. This is accomplished by working with the people from communities, institutions and with local and provincial governments and businesses to create jobs and enhance earned incomes. To find out more about the programs and initiatives that support entrepreneurs of small- and medium-sized businesses in your area contact an ACOA office near you, or for additional service locations go to: 'www.acoa-apeca.gc.ca/e/contact/index.shtml'. Information about ACOA's programs may also be accessed through your provincial Canada Business Service Centre at 1-800-668-1010.

ACOA-Head Office (Moncton, NB)	
Toll Free:	1-800-561-7862
Tel:	(506) 851-2271
Fax:	(506) 851-7403

ACOA-Regional Office (Fredericton, NB)	
Toll Free:	1-800-561-4030
Tel:	(506) 452-3184
Fax:	(506) 452-3285

ACOA-Regional Office (Halifax, NS)
Toll Free: 1-800-565-1228
Tel: (902) 426-6743
Fax: (902) 426-2054

Enterprise Cape Breton Corporation (Sydney, NS)
Toll Free: 1-800-705-3926
Tel: (902) 564-3600
Fax: (902) 564-3825

ACOA-Regional Office (St. John's, NF)
Toll Free: 1-800-668-1010
Tel: (709) 772-2751
Fax: (709) 772-2712

ACOA-Regional Office (Charlottetown, PE)
Toll Free: 1-800-871-2596
Tel: (902) 566-7492
Fax: (902) 566-7098

For great business information and related links: www.acoa-apeca.gc.ca

To send an electronic message go to:

www.acoa-apeca.gc.ca/e/contact/form.shtml (E)
www.acoa-apeca.gc.ca/f/contact/form.shtml (F)

Canada Business Service Centres (CBSCs) (F/E)

Each CBSC office is a full-service business information resource accessible province-wide throughout Atlantic Canada. This is a primary gateway to find information about funding and other programs to help people start and maintain a business. Knowledgeable and bilingual staff will answer your business questions and provide options to help make informed decisions.

For more information, contact your provincial office or visit the CBSC website at: www.csbc.org

Canada / New Brunswick Business Service Centre
Toll Free: 1-800-668-1010
Tel: (506) 444-6140
Fax: (506) 444-6172
Email: cbscnb@cbsc.ic.gc.ca
Website: www.cbsc.org/nb

Canada / Newfoundland & Labrador Business Service Centre
Toll Free: 1-800-668-1010
Tel: (709) 772-6022
Fax: (709) 772-6090
Email: info@cbsc.ic.gc.ca
Website: www.cbsc.org/nf

Canada / Nova Scotia Business Service Centre
Toll Free: 1-800-668-1010
Tel: (902) 426-8604
Fax: (902) 426-6530
Email: halifax@cbsc.ic.gc.ca
Website: www.cbsc.org/ns

Canada / Prince Edward Island Business Service Centre
Toll Free: 1-800-668-1010
Tel: (902) 368-0771
Fax: (902) 566-7377
Email: pei@cbsc.ic.gc.ca
Website: www.cbsc.org/pe

Atlantic Provinces Chamber of Commerce (APCC) (F/E)

APCC's mission is to create an environment in which Chambers of Commerce and Boards of Trade in Atlantic Canada can achieve their full potential and represent the business community in a unified and effective manner. The APCC and its provincial affiliates operate under a common set of by-laws and serve as a federation of 126 local chambers of commerce and boards of trade representing some 17,000 business and professional people in Atlantic Canada. APCC has had a rich and varied history and continues to promote and support business and economic development in Atlantic Canada. Students may find this organization particularly helpful in meeting their networking and support needs during the operation and growth of their business venture.

Tel: (506) 857-3980 Fax: (506) 859-6131
Email: apcc@atcon.com Website: www.apcc.ca

Community Business Development Corporations (CBDCs) (F/E)

CBDCs are a network of autonomous not-for-profit organizations that work in cooperation with all levels of government and the private sector to meet the needs of small business. In rural Atlantic Canada there are forty-one CBDC locations that are dedicated to the development of small business and job creation in the communities they serve. CBDCs assist in the creation, expansion and modernization of new and existing businesses by providing financial assistance, business counselling and advice, entrepreneurship development and training and technical assistance. CBDC services are typically targeted towards entrepreneurs who require customized financing not normally available from traditional sources.

You can find out more about the nearest CBDC by calling 1-888-303-CBDC, or by visiting the CBDC website at 'www.cbdc.ca'.

Related CBDC programs highlighted in this guide include:

- Financial Assistance Program
- Self Employment Benefits Program
- Youth Seed ConneXion Program

CBDC Locations and Contacts in New Brunswick:

ADEL - Kent - LEDA Inc.
Bouctouche
Tel: (506) 743-2422
Fax: (506) 743-1033
Email: gbabineau@adelkent.cbdc.ca

Chaleur Development and Entrepreneurship Centre Inc.
Bathurst
Tel: (506) 548-5951
Fax: (506) 548-5008
Email: RArsenault@chaleur.cbdc.ca

Charlotte County Development Corporation Inc.
St. Stephen
Tel: (506) 466-5055
Fax: (506) 466-4859
Email: ghooper@charlotte.cbdc.ca

LEAD Corporation CLÉ Inc.
Shediac
Tel: (506) 532-8312
Fax: (506) 532-1373
Email: krobinson@leadcorp.cbdc.ca

Northumberland Business Advisory Centre Inc.
Miramichi
Tel: (506) 778-2121
Fax: (506) 778-2224
Email: gmcnulty@miramichi.cbdc.ca

Restigouche Business Financial Centre
Campbellton
Tel: (506) 753-3344
Fax: (506) 753-7131
Email: mguitard@restigouche.cbdc.ca

S.A.D.C. du Madawaska Inc.
Edmundston
Tel: (506) 737-8925
Fax: (506) 737-8922
Email: mlavoie@madawaska.cbdc.ca

S.A.D.C. Péninsule acadienne Inc.
Tracadie-Sheila
Tel: (506) 395-9700
Fax: (506) 395-5672
Email: probert@penacadienne.cbdc.ca
Website: www.sadcpa.ca

Southwest Valley Development Corporation Inc.
Harvey Station
Tel: (506) 366-3022
Fax: (506) 366-3444
Email: RBowles@southwest.cbdc.ca

Victoria/Madawaska-South Business Development Centre Inc.
Grand Falls
Tel: (506) 473-6446
Fax: (506) 473-1280
Email: glevesque@madvic.cbdc.ca

For more information about CBDC services visit:

www.cbdc.ca

CBDC Locations and Contacts in Newfoundland and Labrador:

Avalon West Community Development Corporation
Placentia
Tel: (709) 227-2147
Fax: (709) 227-3670
Email: cdrohan@avalonwestcdc.cbdc.ca

Bonavista Peninsula and Surrounding Area Community Futures Development Corporation
Clarenville
Tel: (709) 466-1170
Fax: (709) 466-1450
Email: jfeltham@bonavista.cbdc.ca

Burin Peninsula Community Business Development Corporation
Marystown
Tel: (709) 279-4540
Fax: (709) 279-4545
Email: kosborne@burin.cbdc.ca

Central Community Development Corporation
Grand Falls-Windsor
Tel: (709) 489-4496
Fax: (709) 489-5897
Email: wsnow@centralnf.cbdc.ca

Emerald Business Development Corporation
Baie Verte
Tel: (709) 532-8312
Fax: (709) 532-4669
Email: cennis@emerald.cbdc.ca

Gander and Area Community Business Development Corporation
Gander
Tel: (709) 651-4738
Fax: (709) 651-3295
Email: cpenney@gander.cbdc.ca

Gateway Community Development Corporation
Port aux Basques
Tel: (709) 695-7120
Fax: (709) 695-9726
Email: rboone@gateway.cbdc.ca

Humber Community Development Corporation
Corner Brook
Tel: (709) 639-7755
Fax: (709) 639-1040
Email: mkelly@humber.cbdc.ca

Labrador Community Development Corporation
Goose Bay
Tel: (709) 896-5814
Fax: (709) 896-4333
Email: ghughes@labrador.cbdc.ca

Long Range Community Business Development Corporation
Stephenville
Tel: (709) 643-2933
Fax: (709) 643-6004
Email: sboyd@longrange.cbdc.ca

Northeast Avalon Community Futures Development Corporation
Long Pond
Tel: (709) 834-1000
Fax: (709) 834-1180
Email: chart@neacfdc.cbdc.ca

NORTIP Development Corporation
Plum Point
Tel: (709) 247-2040
Fax: (709) 247-2042
Email: rmay@nortip.cbdc.ca

South Coast Community Development Corporation
St. Alban's
Tel: (709) 538-3630
Fax: (709) 538-3439
Email: vnoel@southcoast.cbdc.ca

Southern Shore/St. Mary's Bay Community Development Corporation
Ferryland
Tel: (709) 432-2662
Fax: (709) 432-3056
Email: thynes@southernshore.cbdc.ca

Trinity-Conception Community Development Corporation
Carbonear
Tel: (709) 596-3849
Fax: (709) 596-7721
Email: rpiercey@tccdc.cbdc.ca

For more information about CBDC services visit:

www.cbdc.ca

CBDC Locations and Contacts in Nova Scotia:

Annapolis Ventures Ltd.
Bridgetown
Tel: (902) 665-2635
Fax: (902) 665-2769
Email: erice@avl.cbdc.ca

Blue Water Business Development Corporation Ltd.
Musquodoboit Harbour
Tel: (902) 889-9040
Fax: (902) 889-9101
Email: sturner@bwbdc.cbdc.ca

Coastal Business Opportunities Inc.
Sydney
Tel: (902) 539-4332
Fax: (902) 562-1016
Email: pmacneil@ecbc.ca

Cumberland Development Corporation Ltd.
Amherst
Tel: (902) 667-5700
Fax: (902) 667-1452
Email: rsmith@cdc.cbdc.ca

Growth Opportunities Digby-Clare Business Development Centre
Digby
Tel: (902) 245-6166
Fax: (902) 245-5011
Email: rburke@growth.cbdc.ca

Guysborough County Business Development Centre Ltd.
Guysborough
Tel: (902) 533-2770
Fax: (902) 533-2064
Email: sscott@gcbdc.cbdc.ca

Hants-Kings Business Development Centre Limited
Windsor
Tel: (902) 798-5717
Fax: (902) 798-0464
Email: crichton@hbdc.cbdc.ca

Inrich Business Development Centre Limited
Inverness
Tel: (902) 258-3698
Fax: (902) 258-3689
Email: perry.inrich@ns.sympatico.ca

Northern Opportunities for Business Ltd.
New Glasgow
Tel: (902) 752-7402
Fax: (902) 752-8856
Email: robrien@nobl.cbdc.ca

Northside Economic Development Assistance Corporation Limited
Sydney Mines
Tel: (902) 736-6211
Fax: (902) 736-6212
Email: bmacdonald@nedac.cbdc.ca

Shelburne County Business Development Centre Limited
Shelburne
Tel: (902) 875-1133
Fax: (902) 875-4199
Email: shelburne@scbdc.cbdc.ca

South Shore Opportunities Inc.
Liverpool & Bridgewater
Toll Free: 1-888-744-0444
Tel: (902) 354-2616 (L)
Tel: (902) 543-3988 (B)
Fax: (902) 354-7355
Email: qbdc@auracom.com
Website: www.southshoreops.com

Yarmouth Regional Business Corporation Limited
Yarmouth
Tel: (902) 742-5364
Fax: (902) 742-1027
Email: bhubbard@yrbc.cbdc.ca

For more information about CBDC services visit:

www.cbdc.ca

CBDC Locations and Contacts in Prince Edward Island:

Active Communities Lending Inc.
Montague
Tel: (902) 838-4030
Fax: (902) 838-4031
Email: DLarkin@aci-pei.cbdc.ca

East Prince Development Inc.
Summerside
Tel: (902) 888-3793
Fax: (902) 888-2399
Email: rholley@epdi.cbdc.ca

West Prince Ventures Ltd.
Alberton
Tel: (902) 853-3636
Fax: (902) 853-3298
Email: nmacneill@epdi.cbdc.ca

Regroupements de développement économique et d'employabilité (RDÉEs) (F)

Atlantic Canadian RDÉEs are provincial and territorial organizations involved in economic development and growth. RDÉEs provide a network of information, resources and contacts to support entrepreneurship and business development. Contact the organization in your province to obtain more information about RDÉE services and support.

Conseil économique du Nouveau Brunswick (CENB)
New Brunswick
Toll Free: 1-800-561-4446
Tel: (506) 857-3143
Fax: (506) 857-9906
Email: cenb@cenb.com
Website: www.cenb.com

Le Conseil de développement économique de la Nouvelle-Écosse
Nova Scotia
Tel: (902) 424-0556
Fax: (902) 424-6782
Email: cottreau@gov.ns.ca

Groupe Déclic!
Newfoundland & Labrador
Tel: (709) 722-0627
Fax: (709) 722-9904
Email: rdee@francophonie.nfld.net

Société de développement économique de la Baie acadienne
Prince Edward Island
Tel: (902) 854-3439
Fax: (902) 854-3099
Email: louise@cifta.com

Black Business Initiative (BBI) (E)

BBI is a province-wide business development initiative committed to fostering the growth of businesses owned by members of the Nova Scotia Black Community. It also places a priority on educating Black business owners in the operation of their business.

Tel: (902) 426-2224 Fax: (902) 426-6530
Email: bbi@bbi.ns.ca Website: www.bbi.ns.ca

Entrepreneurs' Forum (E)

Based in Halifax - Nova Scotia, Entrepreneurs' Forum provides practical business advice and mentoring by seasoned entrepreneurs.

Tel: (902) 492-7600 Fax: (902) 484-6637
Email: info@entrepreneursforum.com Website: www.entrepreneursforum.com

Metropolitan Immigrant Settlement Association (MISA) (E)

MISA is a community organization that provides immigrants with information, contacts and confidence to establish a business in Nova Scotia through the *Immigrant Entrepreneur Orientation Program* and other related services.

Tel: (902) 423-3607 Fax: (902) 423-3154
Email: info@misa.ns.ca Website: www.misa.ns.ca

Network for Entrepreneurs with Disabilities of Nova Scotia (NEWD) (E)

NEWD promotes and facilitates entrepreneurship development among persons with disabilities from Nova Scotia. It strives to meet the needs of entrepreneurs with disabilities and ensure the opportunity for all disability conditions to be represented, participate and benefit.

Tel: (902) 426-0591 Fax: (902) 426-3650
Email: newd@cbsc.ic.gc.ca Website: www.entrepreneurdisability.org

Newfoundland and Labrador Organization for Women Entrepreneurs (NLOWE) (E)

NLOWE is a not-for-profit organization that provides business support services to women business owners in Newfoundland and Labrador. Services include training sessions, networking events and financial programs. For more information about NLOWE services and contacts for NLOWE's regional facilitators please use the contacts provided.

Tel: (709) 754-5555 Fax: (709) 754-0079
Email: yoreilly@nfld.com Website: www.nlowe.org

Regional Economic Development Commissions/Authorities/Corporations (F/E)

The Regional Economic Development Commissions/Authorities/Corporations act as a liaison between government departments and entrepreneurs. A network of offices exists in each Atlantic province to promote economic development by providing guidance, strategic planning, information and training courses for emerging entrepreneurs. Students are encouraged to contact their regional office to explore the range of services and opportunities that exist for small- and medium-sized business ventures.

Regional Economic Development Commission Locations and Contacts in New Brunswick:

* In the Fall of 2001 the Regional Economic Development Commissions in New Brunswick will become known as the Community Economic Development Agencies (CEDAs). The number of locations will grow from the current 13 to a total of 15.

Carleton Regional Development Commission Inc.
Woodstock
Tel: (506) 325-4488
Fax: (506) 325-4489
Email: gmelanson@carleton.redc.nb.ca
Website: www.carletonredc.com

Chaleur Regional Development Commission Inc.
Bathurst
Tel: (506) 547-7445
Fax: (506) 548-8271
Email: jboudreau@chaleur.redc.nb.ca
Website: www.entreprisechaleur.com

Economic Expansion Commission of the Peninsula Inc.
Tracadie-Sheila
Tel: (506) 395-2261
Fax: (506) 395-5672
Email: rrobichaud@ceep.redc.ca

Fundy Regional Development Commission Inc. (1)
St. Andrews
Tel: (506) 529-5518
Fax: (506) 529-5261
Email: frdc@nbnet.nb.ca

Fundy Regional Development Commission Inc. (2)
Sussex
Tel: (506) 432-2639
Fax: (506) 432-2638
Email: frdcsx@nbnet.nb.ca

Grand Falls Region Development Commission Inc.
Grand Falls
Tel: (506) 475-4330
Fax: (506) 475-4336
Email: fpicard@gfrdc.redc.nb.ca
Website: www.gfrdc.redc.nb.ca

Greater Fredericton Economic Development Corporation
Fredericton
Tel: (506) 444-4686
Fax: (506) 444-4649
Email: gfedc@gfedc.nb.ca
Website: www.greaterfredericton.com

Greater Moncton Economic Commission
Moncton
Tel: (506) 858-9550
Fax: (506) 859-7791
Email: jharper@gmec.redc.mb.ca
Website: www.gmec.nb.ca

Greater Saint John Economic Development Commission
Saint John
Toll Free: 1-800-561-2877
Tel: (506) 658-2877
Fax: (506) 658-2872
Email: info@enterprisesj.nb.ca
Website: www.enterprisesj.nb.ca

Kent Economic Commission Inc.
Bouctouche
Tel: (506) 743-7337
Fax: (506) 743-7342
Email: gleger@kent.redc.nb.ca
Website: www.kec.nb.ca

Miramichi Region Development Corporation Inc.
Miramichi
Tel: (506) 622-7890
Fax: (506) 622-2160
Email: dblack@mrdc.redc.nb.ca
Website: www.mibc.nb.ca/mrdc

For more information about New Brunswick REDC contacts visit:

www.gov.nb.ca/BNB-ENB/

Northwest Industrial Commission Inc.
Edmundston
Tel: (506) 735-4769
Fax: (506) 735-7486
Email: rpelletier@edston.redc.nb.ca

Restigouche Regional Economic Development Commission
Campbellton
Tel: (506) 789-4939
Fax: (506) 789-4933
Email: balevesque@restigouche.redc.nb.ca
Website: www.restigouche commission.com

South East Economic Commission Inc.
Shediac
Tel: (506) 533-3390
Fax: (506) 533-3393
Email: wmacwill@seec.redc.nb.ca
Website: www.seec.nb.ca

Regional Economic Development Board Locations and Contacts in Newfoundland & Labrador:

Avalon Gateway Regional Economic Development Inc.
Placentia
Tel: (709) 227-5456
Fax: (709) 227-5469
Email: avalongateway@thezone.net
Website: www.avalongateway .nf.ca

Capital Coast Development Alliance
Tel: (709) 753-5554
Fax: (709) 753-5557
Email: info@ccda.nf.net
Website: www.capitalcoast. nf.ca

Central Labrador Economic Development Corporation Inc.
Happy Valley
Tel: (709) 896-8506
Fax: (709) 896-8209
Email: economic@hvgb.net
Website: www.central-labrador. nf.ca

Coast of Bays Corporation
St. Albans
Toll Free: 1-800-205-0799
Tel: (709) 538-3552
Fax: (709) 538-3627
Email: tperry@cancom.net
Website: www.coastofbays. nf.ca

Discovery Regional Development Board
Clarenville
Tel: (709) 466-1429
Fax: (709) 466-4694
Email: wade.brake@thezone.net
Website: www.discoveryboard. nf.ca

Emerald Zone Corporation
Springdale
Toll Free: 1-888-673-3344
Tel: (709) 673-3300
Fax: (709) 673-4730
Email: emerald@nf.sympatico.ca
Website: www.ezc.ca

Exploits Valley Economic Development Corporation
Grand Falls - Windsor
Tel: (709) 489-8700
Fax: (709) 489-8711
Email: admin@exploits valley.nf.ca
Website: www.exploits valley.nf.ca

Humber Economic Development Board Inc.
Corner Brook
Toll Free: 1-877-689-2989
Tel: (709) 639-3323
Fax: (709) 639-2927
Email: dmeade@nfld.net
Website: www.humber.nf.ca

Hyron Regional Economic Development Corporation
Labrador City
Tel: (709) 944-6499
Fax: (709) 944-4008
Email: jfleet@crrstv.net
Website: www.hyron.nf.ca

Inukshuk Economic Development Corporation
Makkovik
Tel: (709) 923-2161
Fax: (709) 923-2186
Email: wbroomfield@nf.aibn.com

Irish Loop Development Board
Trepassey
Toll Free: 1-888-438-2898
Tel: (709) 438-2898
Fax: (709) 438-2892
Email: pcurran@irishloop.nf.ca
Website: www.irishloop.nf.ca

Kittiwake Regional Economic Development Corporation
Gander
Tel: (709) 256-2595
Fax: (709) 256-2672
Email: paulstride@nfld.net
Website: www.kittiwake.nf.ca

Labrador Straits Development Corporation
Forteau
Tel: (709) 931-2065
Fax: (709) 931-2144
Email: lsdc@nf.sympatico.ca
Website: www.labrador straits.nf.ca

Long Range Regional Economic Development Board
Stephenville
Tel: (709) 643-3318
Fax: (709) 643-3421
Email: thutchings@wec.northatlantic.nf.ca
Website: www.zone-9.com

Mariner Resource Opportunities Network Inc.
Carbonear
Tel: (709) 596-6217
Fax: (709) 596-4473
Email: mron@thezone.net
Website: www.baccalieu.nf.ca

Nordic Economic Development Corporation
Flower's Cove
Tel: (709) 456-2840
Fax: (709) 456-2846
Email: tgillard@nf.sympatico.ca
Website: www.nedc.nf.ca

Red Ochre Regional Board Inc.
Parson's Pond
Tel: (709) 243-2829
Fax: (709) 243-2254
Email: b.brophy@nf.sympatico.ca
Website: www.redochre.nf.ca

Schooner Regional Development Corporation
Marystown
Toll Free: 1-888-279-4646
Tel: (709) 279-4641
Fax: (709) 279-4880
Email: schooner@thezone.net
Website: www.schooner.nf.ca

South Eastern Aurora Development Corporation
Cartright
Tel: (709) 938-7000
Fax: (709) 938-7030
Email: j.pardy@nf.sympatico.ca
Website: www.southeastern-labrador.nf.ca

South Western Marine and Mountain Zone Corporation
Port aux Basques
Tel: (709) 695-9350
Fax: (709) 695-7925
Email: sdawe@thezone.net
Website: www.gatewaytonewfoundland.com

For more information about Newfoundland and Labrador REDC contacts visit:

www.linkproject.nf.ca

Regional Development Authority Locations and Contacts in Nova Scotia:

Antigonish Regional Development Authority
Antigonish
Tel: (902) 863-3330
Fax: (902) 863-4095
Email: arda@antigonishrda.ns.ca
Website: www.antigonishrda.ns.ca

Cape Breton County Economic Development Authority
Sydney
Tel: (902) 562-2201
Fax: (902) 562-2866
Email: info@cbceda.org
Website: www.cbceda.org

Colchester Regional Development Agency
Truro
Tel: (902) 893-0140
Fax: (902) 8[illegible]157
Email: corda@north.nsis.com

Cumberland Regional Economic Development Association
Amherst
Tel: (902) 667-3638
Fax: (902) 667-2270
Email: cerc@creda.net
Website: www.creda.net

Guysborough County Development Authority (1)
Guysborough
Tel: (902) 533-3731
Fax: (902) 533-2064
Email: gcrda@gcrda.ns.ca
Website: www.gcrda.ns.ca

Guysborough County Development Authority (2)
Sherbrooke
Tel: (902) 522-2432
Fax: (902) 522-2433
Email: gcrda@gcrda.ns.ca
Website: www.gcrda.ns.ca

Guysborough County Development Authority (3)
Canso
Tel: (902) 366-2525
Fax: (902) 366-3093
Email: gcrda@gcrda.ns.ca
Website: www.gcrda.ns.ca

Halifax Regional Development Agency
Lower Sackville
Toll Free: 1-800-650-0039
Tel: (902) 869-4040
Fax: (902) 869-4091
Email: hrda@chebucto.ns.ca
Website: www.hrda.ns.ca

Hants Regional Development Authority (1)
Elmsdale
Tel: (902) 883-3338
Fax: (902) 883-3024
Email: hirving_hantsrda@ns.sympatico.ca
Website: www.hantsrda.ns.ca

Hants Regional Development Authority (2)
Windsor
Tel: (902) 798-2284
Fax: (902) 798-3254
Email: hantsrda@fox.nstn.ca
Website: www.hantsrda.ns.ca

Kings CED Agency
Kentville
Tel: (902) 678-2298
Fax: (902) 678-2324
Email: kingsced@fox.nstn.ca
Website: www.kingsced.ns.ca

Lunenburg / Queens Regional Development Authority (1)
Bridgewater
Tel: (902) 543-0491
Fax: (902) 543-1156
Email: lqrda@atcon.com
Website: www.lqrda.ns.ca

Lunenburg / Queens Regional Development Authority (2)
Chester
Tel: (902) 275-5840
Fax: (902) 543-1156
Email: lqrda@atcon.com
Website: www.lqrda.ns.ca

Lunenburg / Queens Regional Development Authority (3)
Liverpool
Tel: (902) 354-5658
Fax: (902) 543-1156
Email: lqrda@atcon.com
Website: www.lqrda.ns.ca

Lunenburg / Queens Regional Development Authority (4)
Lunenburg and Caledonia
Toll Free: 1-800-303-1541
Email: lqrda@atcon.com
Website: www.lqrda.ns.ca
* By appointment only.

Pictou Regional Development Commission
New Glasgow
Tel: (902) 752-6159
Fax: (902) 755-2722
Email: prdc@fox.nstn.ca
Website: www.prdc.com

South West Shore Development Authority (1)
Yarmouth
Tel: (902) 742-3210
Fax: (902) 742-3107
Email: swsday@auracom.com
Website: www.swsda.com

South West Shore Development Authority (2)
Barrington
Tel: (902) 637-2847
Fax: (902) 637-1954
Email: swsdab@auracom.com
Website: www.swsda.com

South West Shore Development Authority (3)
Shelburne
Tel: (902) 875-2915
Fax: (902) 875-4199
Email: swsdas@auracom.com
Website: www.swsda.com

Strait-Highlands Regional Development Authority
Port Hawkesbury
Toll Free: 1-800-546-3390
Tel: (902) 625-3929
Fax: (902) 625-1559
Email: vmacdona@strait-highlands.ns.ca
Website: www.strait-highlands.ns.ca

Western Valley Development Authority
Cornwallis Park
Tel: (902) 638-8100
Fax: (902) 638-8101
Email: wvda@wvda.com
Website: www.wvda.com

For more information about Nova Scotia RDA contacts visit:

www.gov.ns.ca/ecor/ced/rdas.htm

Economic Development Corporation Locations and Contacts in Prince Edward Island:

Active Communities Inc.
Montague
Tel: (902) 838-4030
Fax: (902) 838-4031
Email: acd@pei.sympatico.ca

Baie Acadienne Development Corporation
Wellington
Tel: (902) 854-3439
Fax: (902) 854-3099
Email: louise@cifta.com

Central Development Corporation
Central Bedeque
Tel: (902) 887-3400
Fax: (902) 887-2400
Email: info@central.cbdc.ca

Resources West Inc.
Bloomfield
Tel: (902) 859-2235
Fax: (902) 859-2238
Email: info@resourceswest.pe.ca
Website: www.resourceswest.pe.ca

For more information about Prince Edward Island Business Development visit:

www.peibusinessdevelopment.com

Aboriginal Business Canada (ABC) (F/E)

ABC provides business services and support to Canadian status and non-status Indians, Inuit, and Metis individuals, associations, partnerships or other legal entities which are wholly or partly owned or controlled by Aboriginal people, on or off reserve. For more information about program support and delivery networks within Atlantic Canada please contact:

Tel: (902) 426-2018
Email: abc.halifax@ic.gc.ca
Fax: (902) 426-1643
Website: www.abc.gc.ca

Ulnooweg (E)

Ulnooweg strives to meet the business development needs of status Indians in Nova Scotia, New Brunswick and Prince Edward Island. Business development training, counselling and financing opportunities can all be accessed through Ulnooweg.

Toll Free: 1-888-766-2376
Tel: (902) 893-7397
Email: slafford@ulnooweg.ca
Fax: (902) 893-0353
Website: www.ulnooweg.ca

Self Employment Benefits Program (F/E)

Offered by Human Resources and Development Canada, this program enables individuals to continue to receive EI benefits while taking training related to the start-up of a business. For more information contact the Canada Business Service Centre at 1-800-668-1010.
Additional CBSC contact information can be found on page 43 of this guide.

YMCA-YWCA Y-Enterprise Centres (E)

Y-Enterprise Centres offer a variety of entrepreneurship counselling, training and support programs to help aspiring entrepreneurs start a business. Use the following contacts to find out more about the services offered at the Y-Enterprise Centre nearest you.

Glace Bay, Nova Scotia
Tel: (902) 849-1794
Fax: (902) 849-5042
Email: ent-ctr@cbymca.ns.ca
Website: www.cbymca.ns.ca

Saint John, New Brunswick (Business Training Centre)
Tel: (506) 634-4941
Fax: (506) 634-0548
Email: n.shepard@saintjohnY.com
Website: www.saintjohnY.com/training.htm

St. John's, Newfoundland
Tel: (709) 739-9933
Fax: (709) 726-5231
Email: yec@ymywca.nf.net
Website: www.ymywca.nf.net

Young Entrepreneurs Association (YEA) (E)

YEA is an organization that enables young entrepreneurs (18 to 35 years of age) to get together on a regular basis to talk about what's on their minds, share ideas and help each other.

Toll Free: 1-888-639-3222 Website: www.yea.ca
Email: yea@yea.ca

Youth Ventures Program - *Available in NF* (F/E)

This program provides advice and guidance to students on how to start and run a business during the summer. For more information contact the Canada Business Service Centre in St. John's Newfoundland.

Toll Free: 1-800-668-1010 Fax: 709) 772-6090
Tel: (709) 772-6022 Website: www.cbsc.org/nf
Email: st.johns@cbsc.ic.gc.ca

5.4 Secondary & Post-Secondary Financial Resource Programs

Aboriginal Business Canada Youth Program (F/E)

If you are between 18 and 29 years of age and are a Canadian status or non-status Indian, Inuit or Metis, you may obtain up to 60% of your financing needs through this program.

Tel: (902) 426-2018 Fax: (902) 426-1643
Email: abc.halifax@ic.gc.ca Website: www.abc.gc.ca

ACOA Seed Capital ConneXion Program (F/E)

This program offers loans of up to $15,000 for business start-up or expansion, and covers up to $2,000 for business counselling and training costs. Applicants must be between 18 and 29 years of age. For more information contact the Canada Business Service Centre at 1-800-668-1010. *Additional contact information can be found on page 43.*

Business Development Program (BDP) (F/E)

This ACOA program is designed to help entrepreneurs set up, expand or modernize their business. Focusing on small- and medium-sized enterprises, this program offers access to capital in the form of interest-free, unsecured, repayable contributions. Non-profit organizations providing support to the business community may also qualify. For more information contact your nearest ACOA office or Canada Business Service Centre (See contact information on pages 42-43). You may also visit:

www.acoa-apeca.gc.ca/e/financial/business.shtml (E)
www.acoa-apeca.gc.ca/f/financial/business.shtml (F)

Canada Youth Business Foundation (CYBF) (F/E)

CYBF is a non-profit organization dedicated to helping enterprising young people achieve their business dreams. In addition to loans of up to $15,000 for applicants between the ages of 18 and 29 years of age, CYBF provides mentoring to help ensure success. For more information contact the Atlantic Canadian representative or, if noted, the delivery organization in your province.

Atlantic Canada Regional Office
Tel: (902) 429-2923
Fax: (902) 429-0330
Email: vida@cybf.ca
Website: www.cyfb.ca

Regional Co-operative Development Centre
Prince Edward Island
Tel: (902) 894-7232
Fax: (902) 566-1079
Email: lobie@isn.net

Greater Moncton Economic Commission
New Brunswick
Tel: (506) 858-9550
Fax: (506) 859-7791
Email: jharper@gmec.redc.nb.ca
Website: www.gmec.ca

Y-Enterprise Centre
Newfoundland & Labrador
Tel: (709) 739-9933
Fax: (709) 726-5231
Email: YEC@YMYWCA.nf.net
Website: www.ymywca.nf.net

For more information about the Canadian Youth Business Foundation visit:

www.cybf.ca & YouthBusiness.com

Entrepreneur Loan Program - *Available in PE* (F/E)

Students who are planning to return to school in the fall may be eligible for a loan of up to $3000 to help start a business during the summer months. All other entrepreneurs may also be eligible for a $25,000 loan under the same program. For more information about criteria and restrictions contact PEI Business Development.

Tel: (902) 894-0335
Email: agranahan@gov.pe.ca
Fax: (902) 368-6301
Website: www.peibusinessdevelopment.com

Financial Assistance Program (F/E)

Community Business Development Corporations (CBDCs) assist entrepreneurs who may have had difficulties accessing capital from traditional lending institutions. The Business Loan Program provides financial assistance to new or existing businesses up to a maximum of $125,000. For more information call 1-888-303-2232 or contact your nearest CBDC Office.

CBDC contact information for individual offices can be found on pages 44-48.

School Year Youth Entrepreneurial Skills Program - *Available in NS* (F/E)

The School Year Youth Entrepreneurial Skills Program is designed to assist students in running a business during the academic year. Students are eligible to obtain a loan of up to $500. For more information contact the Nova Scotia Department of Economic Development and Tourism.

Toll Free: 1-800-565-2009
Tel: (902) 424-2720
Fax: (902) 424-1263
Website www.gov.ns.ca/ecor/ced/yes

Student Employment and Experience Development - Student Entrepreneurship - *Available in NB* (F/E)

This program offers interest-free loans of up to $3000 for students who wish to create a summer business. Students must be 16 years of age or older and plan to return to school full time in the fall. For more information contact your regional office of the Department of Training and Employment Development.

Bathurst
Tel: (506) 549-5878
Fax: (506) 549-5782
Email: anita.boudreau@gnb.ca

Campbellton
Tel: (506) 789-2955
Fax: (506) 759-6696
Email: pierre.laviolette@gnb.ca

Caraquet
Tel: (506) 726-2711
Fax: (506) 726-5207
Email: gaetane.savoie@gnb.ca

Edmundston
Tel: (506) 735-2048
Fax: (506) 735-2527
Email: lise.lebrun@gnb.ca

Fredericton
Tel: (506) 444-4620
Fax: (506) 444-5189
Email: alfred.doucet@gnb.ca

Mirimachi
Tel: (506) 627-4424
Fax: (506) 624-5482
Email: rose.lebreton@gnb.ca

Moncton
Tel: (506) 869-6090
Fax: (506) 869-6608
Email: gaetane.godin@gnb.ca

Saint John
Tel: (506) 643-6966
Fax: (506) 643-7443
Email: lucille.mackinnon@gnb.ca

For more information visit:

www.gnb.ca/dol-mdt

Student Business Loan Program - *Available in NF* (F/E)

If you are a student 15 years of age or older (including post secondary students) and will return to school full time during the next academic year, you may be eligible to receive a loan of up to $3000 to start a summer business. The process of identifying participants usually begins in May. For more information contact the Business Development Bank of Canada (BDC)

Toll Free:	1-888-463-6232	Toll Free Fax:	1-887-329-9232
Tel:	(709) 772-5505	Website:	www.bdc.ca

Ulnooweg (E)

This organization provides a financial assistance program that gives status Indians aged 18 to 35 a chance to explore entrepreneurship as a career option with loans of up to $5,000.

Toll Free:	1-888-766-2376	Fax:	(902) 893-0353
Tel:	(902) 893-7397	Website:	www.ulnooweg.ca
Email:	slafford@ulnooweg.ca		

Young Entrepreneur Financing Program (F/E)

This program offers counselling, ongoing support and financing to youth aged 18-34 who are interested in starting their own business. Applicants can obtain loans of up to $25,000 if they are prepared to pay 20% of their own financing needs. For more information contact the Business Development Bank of Canada.

Toll Free:	1-888-463-6232	Toll Free Fax:	1-887329-9232
Email:	info-bdc@bdc.ca	Website:	www.bdc.ca

Youth Entrepreneurial Skills Program (YES) - *Available in NS* (F/E)

The YES Program helps students between the ages of 16 and 29, who are returning to school, start and operate a summer business. The Program provides interest-free loans of up to $5000 and mentoring support throughout the summer. For more information contact the Nova Scotia Department of Economic Development and Tourism.

Toll Free:	1-800-565-2009	Fax:	(902) 424-1263
Tel:	(902) 424-2720	Website:	www.gov.ns.ca/ecor/ced/yes

5.5 Secondary & Post-Secondary Related Awards

Association of Collegiate Entrepreneurs (ACE) Awards

ACE awards are presented annually to deserving individuals. The awards are as follows:

- ACE Canada Lifetime Honorary Member Awards
- As Prime Minister Awards
- Aitken Award of Excellence Bursary Program
- Campus Enterprise Challenge
- CIBC Student Entrepreneur of the Year Award

For more information about these awards contact ACE-Canada:

Toll Free:	1-800-766-8169	Fax:	(416) 304-1569
Tel:	(416) 628-5900	Website:	www.acecanada.ca
Email:	info@acecanada.ca		

Planet Entrepreneur Awards

The Planet Entrepreneur Awards are designed to honour Atlantic Canada's young entrepreneurs (30 years of age or younger) and those who are teaching, inspiring and mentoring them.

The Planet Entrepreneur Award categories include:

- Entrepreneurship & Technology - (HRDC)
- Entrepreneurship Educator of the Year - (NS Department of Education)
- Innovation - (Canadian Intellectual property Office)
- New Media, Film and the Arts - (CBC Television)
- Service Excellence - (Royal Bank of Canada)
- Student Entrepreneur of the Year - (Atlantic Progress)
- Supporter of Young Entrepreneurs - (CEED)
- YES Student Entrepreneur - (Nova Scotia Economic Development)
- Young Entrepreneur of the Year Award - (ACOA)

For more information about the Planet Entrepreneur Awards, contact the Centre for Entrepreneurial Development or visit: www.planetentrepreneur.com

Toll Free:	(800) 590-8481	Fax:	(902) 424-0260
Tel:	(902) 424-5263	Website:	www.ceed.ednet.ns.ca
Email:	ceed@ednet.ns.ca		

Young Entrepreneur Awards and Mentor Program (F/E)

The Business Development Bank of Canada (BDC) honours outstanding entrepreneurs representing each province and territory through its Young Entrepreneur Awards and Mentor Program. For more information about these awards please contact the BDC.

Toll Free:	1-888-463-6232	Toll Free Fax:	1-887-329-9232
Tel:	(709) 772-5505	Website:	www.bdc.ca

5.6 Related Sections of Opportunity Trails

Section 4 - Post-Secondary Entrepreneurship Trails in Atlantic Canada
Contains post-secondary organizations and contacts that can help post-secondary students meet some of their business start-up needs.

Section 6 - Entrepreneurship Resource Trails
Contains links to business resources and information through the world-wide-web.

6. Entrepreneurship Resource Trails

Entrepreneurship Educators' Information Guide

6.1 Section Overview *Page 63*

6.2 Entrepreneurship Websites from Sections 1-5 *Page 63*

6.3 Supplementary Entrepreneurship Websites & On-line Resources *Page 67*

6.4 Print Resource Contacts *Page 74*

6.1 Section Overview

This section highlights trails to entrepreneurship and business related websites which provide information and access to on-line resources for students and educators. Links are also provided for organizations that can provide or direct individuals to free print materials that may be of interest to aspiring young entrepreneurs.

6.2 Entrepreneurship Websites from Sections 1-5

Section 1 - Orientation

Atlantic Canada Opportunities Agency (F/E)
www.acoa-apeca.gc.ca

Opportunity Trails: An Atlantic-Wide Connection (F/E)
www.acoa-apeca.gc.ca/e/business/educator/index.shtml
www.acoa-apeca.gc.ca/f/business/educator/index.shtml

Section 3 - Public School Entrepreneurship Education Trails in Atlantic Canada

APEF - English and French Entrepreneurship Education Resources (F/E)
www.apef-fepa.org (Click on the Library)

Centre for Entrepreneurship Education and Development (E)
www.ceed.ednet.ns.ca

Junior Achievement (E)
www.jacan.org

Shad Valley International (E)
www.shad.ca

Spirit of Entrepreneurship Conference (E)
www.planetentrepreneur.com

4-H Program (E)
www.4-H-Canada.ca

Section 4 - Post-Secondary Entrepreneurship Trails in Atlantic Canada

Acadia Centre for Small Business and Entrepreneurship (E)
http://acsbe.acadiau.ca

Association of Collegiate Entrepreneurs (E)
www.acecanada.ca

Atlantic Colleges Committee for Entrepreneurial Development (F/E)
www.acced-ccade.com

Atlantic Institute for Market Studies (E)
www.aims.ca

Atlantic Provinces Economic Council (F/E)
www.apec-econ.ca

Bank of Montreal Centre for Entrepreneurial Leadership (E)
www.fadmin.unb.ca/newcorporate/cel/cel1.htm

Business Incubation Centre (F/E)
www.ceibathurst.com

Canadian Council for Small Business and Entrepreneurship (F/E)
www.ccsbe.org

Canadian Federation of Independent Business (F/E)
www.cfib.ca

Centre Assomption de recherche et de développement en entrepreneuriat (F)
www.umoncton.ca/carde

Centre de commercialisation internationale - Université de Moncton (F)
www.umoncton.ca/cci

Centre for International Business Studies - Dalhousie University (E)
www.mgmt.dal.ca/sba/cibs/Contents.htm

Centre for International Business Studies - Memorial University (E)
www.mun.ca/cibs

Centre for International Business Studies - University of New Brunswick (E)
www.fadmin.unb.ca/newcorporate/cibs/cibs1.htm

Centre for Women in Business (E)
www.msvu.ca/cwb

Centre Jodrey (F)
http://home.klis.com/~jodrey

GENESIS Centre (E)
www.genesis.mun.ca

Individual Community College and University Entrepreneurship and Business Program Websites (F/E)
(See pages 28 and 31)

PJ Gardiner Institute for Small Business Studies (E)
www.busi.mun.ca/pjg

The Atlantic Centre for Agri-Business (E)
www.nsac.ns.ca/bss/atlantic.htm

The Dr. J. Herbert Smith Centre - Technology Management & Entrepreneurship (E)
www.unb.ca/jhsc

The Hubert W. Kelly Memorial Chair: Youth-Focused Technological Entrepreneurship (E)
www.busi.mun.ca/yte

The John Dobson Micro-Enterprise Centre (E)
www.mta.ca (Click on Research)

St. FX Enterprise Development Centre (E)
www.stfx.ca/institutes/xedc

Section 5 - Business Start-Up & Support Trails

AAFC - Atlantic Youth and The Business World (F)
www.franco.ca/aafc

Aboriginal Business Canada (F/E)
www.abc.gc.ca

Atlantic Provinces Chamber of Commerce (F/E)
www.apcc.ca

Black Business Initiative (E)
www.bbi.ns.ca

Canada Business Service Centres (F/E)
www.cbsc.org

Canada Youth Business Foundation (F/E)
www.cybf.ca

Community Business Development Corporations (F/E)
www.cbdc.ca (See pages 44-48 for individual office websites.)

Conseil économique du Nouveau Brunswick (F)
www.cenb.com

Entrepreneur's Forum (E)
www.entrepreneursforum.com

Metropolitan Immigrants Settlement Association (E)
www.misa.ns ca

Network for Entrepreneurs with Disabilities of Nova Scotia (E)
www.entrepreneurdisability.org

Newfoundland and Labrador Organization for Women Entrepreneurs (E)
www.nlowe.org

Open for Business (E)
www.ofbnetwork.com

Planet Entrepreneur (E)
www.planetentrepreneur.com

Regional Economic Development Commissions/Authorities/Corporations (F/E)
(See pages 50-55 for individual government and office websites.)

Ulnooweg (E)
www.ulnooweg.ca

YMCA-YWCA Y-Enterprise Centres (E)

www.cbymca.ns.ca	(Glace Bay, NS)
www.saintjohnY.com/training.htm	(Saint John, NB)
www.ymywca.nf.net	(St. John's, NF)

Young Entrepreneurs Association (E)
www.yea.ca

6.3 Supplementary Entrepreneurship Websites & On-line Resources

Canadian Federal and Provincial Government Websites

The websites listed under this category should be considered as 'virtual gateways' to information and links that will be of benefit to educators and students who are interested in entrepreneurship and business development.

Atlantic Canada Opportunities Agency (F/E)
www.acoa-apeca.gc.ca

Business Development Bank of Canada (F/E)
www.bdc.ca

Business Gateway (F/E)
www.businessgateway.ca

Business New Brunswick (F/E)
www.gov.nb.ca/BNB-ENB/

Canada Business Services Centres (F/E)
www.cbsc.org

Canadian Commercial Corporation (F/E)
www.ccc.ca

Canada Customs and Revenue Agency (F/E)
www.ccra-adrc.gc.ca

Canada Rural Information Service (F/E)
www.agr.ca/cris (Click on 'Pathfinders' for Youth Entrepreneurship)

Department of Industry, Trade and Rural Development (E)
http://www.gov.nf.ca/drr/ (Government of Newfoundland and Labrador)

Export Development Corporation (F/E)
www.edc-see.ca

Export Source (F/E)
www.exportsource.gc.ca

Human Resources Development Canada - National Youth Site (F/E)
http://youth.hrdc-drhc.gc.ca

Industry Canada - Strategis (F/E)
www.strategis.gc.ca

National Research Council Canada (F/E)
www.nrc.ca

Nova Scotia Department of Economic Development (E)
www.gov.ns.ca/ecor

Prince Edward Island Business Development (E)
www.peibusinessdevelopment.com

The Canadian Intellectual Property Office (F/E)
http://cipo.gc.ca/

The Canadian Trade Commissioner Service (F/E)
www.infoexport.gc.ca

Statistics Canada (F/E)
www.statcan.ca

Standards Council of Canada (F/E)
www.scc.ca

Notable Small Business & Entrepreneurship Web-Link Sites

The creation of these websites were undertaken with the goal of making searching on-line simple and effective for existing or aspiring entrepreneurs.

EnterWeb - The Knowledge Portal for Small Business (F/E)
www.enterweb.org

Entrepreneurship (F)
www.franconet.org/orientation/entrepr.html

Links-2 Go (E)
www.links2go.com/topic/Small_Business

PMEmondial (F)
http://www.pmemondial.com/

The BizStop (F/E)
www.thebizstop.com

The Link Project - Useful Resources (E)
www.linkproject.nf.ca/link/useful2.htm

Business Awareness, Planning, Financing and Marketing Tools

The websites listed under this category provide supplementary information and on-line resources to assist in the creation and operation of small- and medium-sized businesses.

Aboriginal Youth Business Council (E)
www.aybc.org

Aboriginal Resource Guide (F/E)
www.aboriginalresourcenet.com

Agency for International Commerce (F)
http://www.aci-fr.com/

Am I an Entrepreneur? - Self Assessment Quiz (F/E)
http://www.deo.gc.ca/fra/tools/xindex.html (F)
http://www.deo.gc.ca/eng/tools/default.htm (E)

Business Management - Assessment Tools (F/E)
http://demo.e-com.net/nbtgitest/

Business Plan Examples (E)
www.businessplans.org

Calmeadow (E)
www.calmeadow.com

Canada Online (E)
http://canadaonline.miningco.com (Click on Business - Small Business)

Canadian Bankers Association (F/E)
www.cba.ca (Click on Small Business - Tools & Resources)

Canadian Foundation for Economic Education (F/E)
www.cfee.ca

Centre for Entrepreneurship (F)
www.hec.ca/~x338/Entrepreneurship/

eWeb - Online Resources (E)
www.slu.edu/eweb/

Franchise Information (E)
www.franinfo.com

From Ideas to Business Opportunties (F/E)
www.acoa-apeca.gc.ca/e/business/entrepreneurship/ideas/index.shtml

Guerrilla Marketing Online (E)
www.gmarketing.com

Hot Business and Entrepreneurial Information (F/E)
www.hrdc-drhc.gc.ca/hrib/hrp-prh/pi-ip/career-carriere/ (Click on Career Resources)

Idea Café (E)
www.ideacafe.com

Idea Site for Business (E)
www.ideasiteforbusiness.com

Independent Means - Young Women in Business (F/E)
www.independentmeans.com

Industry Canada - Business Support and Financing (F/E)
http://strategis.ic.gc.ca/sc_mangb/engdoc/homepage.html

Interactive Business Planner (F/E)
www.cbsc.org/ibp

KidsWay - For the Fun of Learning About Business (E)
www.kidsway.com

Merx - Canada's Electronic Tendering Service (F/E)
www.merx.cebra.com

Midnet - Starting a Small Business (E)
www.midnet.sc.edu/smbiz/smallbus.htm

More Business - Tools and Samples for New Entrepreneurs (E)
www.morebusiness.com

Online Small Business Workshop (F/E)
www.cbsc.org/osbw/

Small Business and Entrepreneurs (F/E)
www.royalbank.com/sme/index.html

Small Business Info-Fairs (F/E)
http://strategis.ic.gc.ca/engdoc/alpha.html (Click on Small Business Info-Fairs)

Télémentorat (F)
www.telementorat.com

The Atlantic Virtual Women's Business Bureau (E)
www.bizbureau.com

Women's World Finance (F/E)
http://home.istar.ca/~wwfcba

Working From Home (E)
www.paulandsarah.com

Young Entrepreneurs' Info Guide (F/E)
www.acoa-apeca.gc.ca/e/business/info_guide/index.shtml

Entrepreneurship and Business Magazines, Television and Newsletters

ACCEL - Resources for Entrepreneurs (E)
www.accel.com/entrepreneurs

Au-delà des nombres (F)
www.ocaq.qc.ca/nombres/default.htm (Two 15 year olds solving business problems.)

Canadian Business (E)
www.canadianbusiness.com

Economist (E)
www.economist.com

Entreprendre (F)
www.entreprendre.ca

Entrepreneurship Atlantic (F/E)
www.acoa-apeca.gc.ca/f/business/entrepreneurship/newsletter.shtml (F)
www.acoa-apeca.gc.ca/e/business/entrepreneurship/newsletter.shtml (E)

EntreWorld (E)
www.entreworld.org

Fortune (E)
www.fortune.com

Inc. (E)
www.inc.com (Click on Business Advice & Research)

Make it Your Own Business (F)
www.productionslp.com/television.htm

Canada's NewsWire - Entrepreneurship Search Results (F/E)
http://keyword.newswire.ca/cgi-bin/keyword.cgi?BIN=ME&QUERY=entrepreneurship

Profit Guide - The Business Resource for Canadian Entrepreneurs (E)
www.profitguide.com

Realm Magazine - Creating Work You Want (F/E)
www.realm.net

Report on Business Magazine (E)
www.robmagazine.com

Street Cents - Young People Want to Know! (E)
www.halifax.cbc.ca/streetcents/

The Small Business Journal (E)
http://tsbj.com

Youth Business (E)
www.youthbusiness.com

Young Entrepreneurs Online Vignettes (F)
www.jeunesentrepreneurs.org

Warrillow & Company (E)
www.warrillow.com

Webfin (F)
www.webfin.com

Entrepreneurship and Business Research

Agency for the Creation of New Business (F/E)
www.apce.com (Research Originating from France)

Arthur M. Blank Centre for Entrepreneurship (E)
www.babson.edu/entrep/

Business Information (F)
www.parfair.com (Business Information from Quebec)

Canada's SchoolNet (F/E)
http://www.schoolnet.ca/

Centre for Entrepreneurial Leadership Clearing House on Entrepreneurship Education (E)
www.celcee.edu

Economic Education Web (E)
http://ecedweb.unomaha.edu/

Entrepreneurship and the Canadian Universities (E)
www.bus.brocku.ca/~tmenzies/

Entrepreneurship Foundation (F)
www.entrepreneurship.qc.ca

Innovation Works - Online Small Business Library (E)
www.innovationworks.org/resources/library/libraryhome.html

Ivey Publications (E)
www.ivey.uwo.ca/publications/Default.htm

Profit Learn (F/E)
http://www.profitlearn.com/

L'Académie de l'entrepreneuriat (F)
www.entrepreneuriat.com (Promotion of entrepreneurship education - France)

Organization for Economic Cooperation and Development (F/E)
www.oecd.org

Prime Minister`s Task Force on Youth Entrepreneurship (F/E)
www.yj-entrepreneur.org

The Resource - Consumer Education (E)
www.ianr.unl.edu/pubs/consumered/index.htm

Virtual Counsellor (F/E)
http://www.canlearn.idclic.qc.ca/co/002/e/ (E)
http://www.canlearn.idclic.qc.ca/ (F)

6.4 Print Resource Contacts

For current print materials available on helping your students start, operate and expand a small- and medium-sized business contact the following:

Atlantic Canada Opportunities Agency
Contact information can be found on pages 42-43.

Canada Business Service Centres
Contact information can be found on page 43.

Community Business Development Corporations
Contact information can be found on pages 44-48.

Regional Economic Development Commissions/Authorities/Corporations
Contact information can be found on pages 50-55.

Happy Trails!